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Front cover photograph

James Burrough Ltd., makers of the world-famous London distilled Beefeater Gin, operate this AEC Mandator unit, distinguished by the headpiece on top of the cab, on container haulage between their Lambeth distillery and the docks of London and Felixstowe. The introduction of the 32-ton gross Mandator to Burrough's fleet coincides with the company's first year in the container field. The 20-ft. United States Lines container seen here carries 11,400 bottles of gin, part of the export which forms the greater part of the company's operations.

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Results of Kennedy Round

The Final Act concluding the Kennedy Round of GATT trade negotiations (May 1964 – June 1967) was signed in Geneva on Friday, June 30. This brought to an end the most far-reaching world-wide trade negotiations ever conducted.

A White Paper on the Kennedy Round of GATT trade negotiations (May 1964 – June 1967) was published by HMSO on July 11 (price 3s. 6d., by post 3s. 11d., Cmnd. 3347). This describes the background to the negotiations and their results in the field of tariffs, non-tariff barriers, agriculture, trade with the less-developed countries and Commonwealth preferences. Appendices include the texts of a cereals agreement and of a GATT anti-dumping code. The extracts below concentrate on the principal results of the Kennedy Round in the industrial field.

Substantial tariff reductions

IN THE INDUSTRIAL FIELD (i.e., products covered by Chapters 25-99 of the United Kingdom tariff) important tariff cuts were agreed, in many cases up to 50 per cent, and averaging well over 30 per cent, on trade between nearly 50 countries. Reductions in agricultural tariffs were less important since much of international trade in agricultural products is subject to barriers other than tariffs; nevertheless a range of tariff reductions was achieved.

The European Economic Community, the United States and Japan took respectively 19 per cent, 12 per cent and 1 per cent of our exports in 1966. Of the other countries participating in the Kennedy Round many were countries in the Commonwealth preference area or members of EFTA (these areas between them took 49 per cent of our exports in 1966); two were state trading countries (Poland and Czechoslovakia); and the remainder were mostly countries outside the Commonwealth preference area which classed themselves as less developed and from which, according to the rules of the negotiations, full reciprocity could not be expected.

The European Economic Community agreed in the negotiations to reduce the Common External Tariff on a very wide range of goods of interest to British exporters, in many cases by 50 per cent. These concessions include cars and parts (22 per cent to 11 per cent – see below for further details), aircraft engines and aircraft parts (10-15 per cent to 5-7½ per cent), textile machinery (8-15 per cent to 4-7½ per cent), photographic and cinematographic equipment (12-18 per cent to 7-13 per cent), transmission belts, tyres and rubber tubing (12-18 per cent to 6-10 per cent), hand tools (9-14 per cent to 5-9 per cent), agricultural and horticultural machinery (9-10 per cent to 4-7½ per cent), leather (6-10 per cent to 3-8 per cent), mechanical handling equipment (8-11 per cent to 4-9 per cent), furniture (17 per cent to 8½ per cent), cigarettes (180 per cent to 90 per cent) and whisky, gin and beer (reductions of about one-fifth). In total British exports affected by these reductions in the Common External Tariff were worth some £603 million in 1964, some 85 per cent of our dutiable exports to the Community. (These figures, and the equivalent figures below in relation to the United States and Japan, relate to import figures, c.i.f., of the countries concerned. Figures for 1964 are given because this is the latest year for which comparable figures of imports under tariff headings were available during the negotiations for the major participants.)

Averages of tariffs can be misleading. But two sets of figures show the extent to which the Common External Tariff will be reduced. First, the average reduction in the Common Tariff on dutiable industrial imports into the EEC from the United Kingdom will amount (weighted by imports in 1964) to some 36 per cent. Secondly, the EEC Commission calculate that the median Common External Tariff rate for industrial goods is some 12 per cent; an average reduction of 35 per cent on all imports from third countries (the EEC Commission's preliminary estimate of the result of the Kennedy Round) will reduce this median rate to some 8 per cent; over tariffs of this range (examples of new rates for individual products of importance to British exporters are given above) British industry should be in a much better position than hitherto to compete with manufacturers in the Common Market.

'A GREAT CHALLENGE AND A GREAT OPPORTUNITY'
—*The President*

A statement was made on July 11 by Mr. Douglas Jay, President of the Board of Trade, on the results of the Kennedy Round. He said: 'The tariff reductions now to be made present British industry and British exporters with a great challenge and a great opportunity. The results of the Kennedy Round will include far deeper tariff cuts on a much greater volume of international trade than those that have been achieved in any previous tariff negotiations.

The United States, the European Economic Community and Japan, which together take about one-third of our total exports, will be reducing their duties on the great majority of them by something between 35 and 40 per cent on average. We shall be making broadly comparable reductions in our own tariffs.

The reductions will be phased over a period between 1968 and 1972. I understand that, so far as most inter-European trade is concerned, two-fifths of each agreed duty reduction is likely to come into effect in July 1968.'

The United States also agreed to wide-ranging reductions in its tariff of benefit to British exporters. These reductions included cars (6½ per cent to 3 per cent), whisky ($1.02 per proof gallon to 51 cents), motor cycles and parts (10 per cent to 5 per cent), bicycles (11¼ per cent to 5½ per cent), cashmere sweaters (22 per cent to 17 per cent), chinaware (25-35 per cent to 12½-17½ per cent), safety razor blades (12½ per cent to 6¼ per cent), record players and tape recorders (11½ per cent to 5½ per cent), automatic aircraft landing equipment (12 per cent to 6 per cent), chocolate (10 per cent to 5 per cent), sugar confectionery (14 per cent to 7 per cent) and biscuits (6½ per cent to 3 per cent). In total, British exports affected by these reductions in United States tariffs were worth some £305 million in 1964, 91 per cent of our dutiable exports to the United States. The average reduction in the tariffs at present imposed by the United States on dutiable industrial imports from the United Kingdom (including whisky, which is classified as an industrial product by the United States) amounted to some 41 per cent.

Japan takes substantially less British exports than the two major markets mentioned above. But tariff reductions of benefit to British exports include wool textiles (20 per cent to 10-15 per cent), tractors (20 per cent to 10 per cent), cars (40 per cent to 20-30 per cent) and record players (30 per cent to 15 per cent). British exports affected by these reductions in Japanese tariffs were worth some £38 million in 1964, 76 per cent of our dutiable exports to Japan. The average reduction on dutiable industrial imports into Japan from the United Kingdom amounted to some 35 per cent.

Tariff reductions by the United Kingdom. In return for these wide-ranging tariff concessions, we undertook to make reductions of comparable size in the United Kingdom tariff. These include tyres (24 per cent to 12 per cent), leather footwear (10-20 per cent to 5-10 per cent), pumps (12-14 per cent to 7½ per cent), textile machinery (12-40 per cent to 7½-20 per cent), mechanical

handling equipment (12-14 per cent to 7½ per cent), printing machinery (12-14 per cent to 7½ per cent), typewriters, calculating and other office machines and parts (6-16 per cent to 3-7½ per cent), photographic and cinematographic equipment (15-50 per cent to 7½-20 per cent), gramophones and records, tape recorders and tapes (10-33⅓ per cent to 5-12½ per cent), oranges (10 per cent to 5 per cent), soya beans (5 per cent to free), and canned salmon (5 per cent to 2½ per cent). The average reduction in our tariffs on dutiable industrial goods imported from our three main negotiating partners was closely in line with what we received from them – 37 per cent in the case of the EEC, 40 per cent in the case of the United States and 34 per cent in the case of Japan. In so far as our total imports are concerned from countries outside the Commonwealth preference area and EFTA, the average reduction in our tariff on industrial goods will be about 38 per cent. The value of goods (imported from m.f.n. sources) affected by these tariff reductions in 1964 was £999 million, of which £500 million came from the EEC, £325 million from the United States and £34 million from Japan. The value of our dutiable agricultural imports in 1964 from all m.f.n. sources which will be affected by tariff reductions was £158 million.

The outcome in certain industrial sectors

In certain major sectors, action by the United Kingdom will depend in large measure on action by others. In the **chemicals** negotiations the major difficulty was the existence of the American Selling Price (ASP) system of valuation which raises tariffs on benzenoid chemicals imported into the United States to levels which are often prohibitive (the highest rate reaching 172 per cent of the f.o.b. value). In these circumstances the United Kingdom and the European Economic Community sought to make the full concessions they offered dependent on the abolition of ASP. The United States pointed out, however, that the Trade Expansion Act gave the United States Administration no authority to abolish ASP; separate legislation would have to be sought from Congress; essential to this would be adequate concessions in chemical tariffs by others and also action on non-tariff barriers.

After long and difficult negotiation, agreement was reached on a package in two parts. The first part would involve a reduction of 50 per cent in United States chemical duties (except those of 8 per cent or below which would be reduced by 20 per cent); the United Kingdom and the European Economic Community would reduce their chemical duties by 30 per cent in the case of duties of 25 per cent or more, and by 20 per cent in the case of the remainder; both would make deeper cuts on certain chemicals (in particular dyestuffs). The United Kingdom would not make any reductions in its 10 per cent tariffs on plastics.

The second part of the package – necessarily separate since it would involve new legislation in the United States – would be the passage by the United States Congress of a Bill to abolish ASP and to convert the tariffs already reduced in the first part of the package to *ad valorem* equivalents with a ceiling of 20 per cent (but flat rates of 30 per cent in the case of dyestuffs and 25-27 per cent in the case of certain sulpha drugs). In other words, United States chemical tariffs would be reduced over a large range of products from well over 50 per cent to a maximum of 20 per cent. Tariffs of 8 per cent and below would be further cut to the full 50 per cent. In return the EEC would extend its cuts in chemical tariffs to a full 50 per cent across the board; the United Kingdom would maintain its 10 per cent duties on plastics until the Common External Tariff came down to the same level; thereafter on a few items, our duties and the CET would be further reduced in step, to somewhat lower levels. We would also reduce our 33⅓ per cent rates to 12½ per cent, and halve our other duties. This action on the part of all three participants would be subject to certain exceptions. Japan would make the full 50 per cent cut with a number of exceptions.

If the package deal negotiated at Geneva is implemented in full the chemical tariffs of the major world producers will largely be harmonized, and will fall mainly between 7½ per cent and 20 per cent; the formerly prohibitive United States tariff wall against many organic chemical imports will be reduced to 20 per cent or below; our plastics tariff will be harmonized with that of the Community and our chemical exports to the Community (12 per cent approximately of our total dutiable exports to the Six) will get the benefit of a 50 per cent reduction across the board in the Common Tariff with only minor exceptions. The settlement, particularly if ASP is abolished, should be of considerable value to the United Kingdom chemical industry and to international trade in chemical products.

The Community undertook, if Congress abolished ASP, to modify the tax levied in certain Member States on cars by engine capacity so as to eliminate discrimination against larger cars. The

After receiving the Medal of Honour of the City of Paris from the chairman of the Paris City Council, Mr. Richard Plant (left), managing director of R. H. & S. L. Plant Ltd. (Royal Tuscan), a member of the Wedgwood Group, shows the award to Mr. Martin Wedgwood (centre), European sales manager of Wedgwood, and Mr. R. Cambournac, Wedgwood agent for France. The award was made when Mr. Plant visited the 7th Paris Trade Fair for china and glass, in recognition of the 'long-standing efforts made by Mr. Plant and his firm towards the development of Franco-British trade'.

Kennedy Round Tariff Schedules

The schedules of tariff changes agreed in the Kennedy Round will be published by the GATT Secretariat (probably in September) and will be on sale through HMSO. Meanwhile the Board of Trade has circulated copies of the United Kingdom schedule in stencilled form to other Government Departments concerned, to the Regional Offices of the Board of Trade (which will make them available for inspection by interested firms and other bodies) and to the Confederation of British Industry and a number of other Trade Associations and Chambers of Commerce. Only very few copies are available of the tariff schedules of other participants, and it is therefore not possible to circulate these. Inquiries about particular articles should be addressed either to the Tariff Division of the Board of Trade (Tel. 01-222 7877, Exts. 2491, 2494 or 2495) or, in the case of other countries' schedules, to the Export Services Branch (Tel. 01-248 5757).

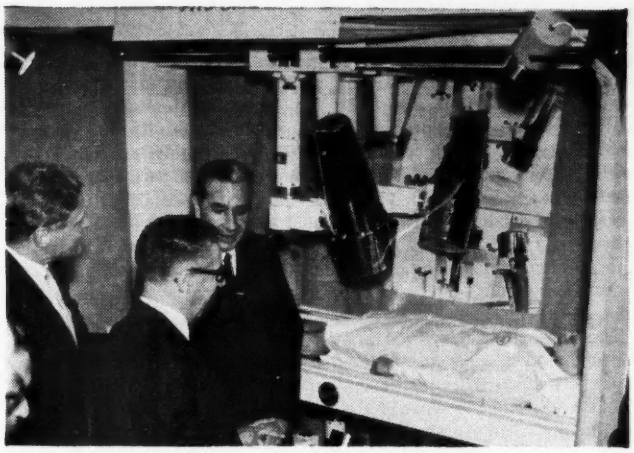
United Kingdom undertook, if Congress abolished ASP, to reduce by a quarter the Commonwealth margin of preference on unmanufactured tobacco (the preference is at present 1s. 6½d. on a revenue duty of £4 7s. 4½d.). Switzerland is also making additional concessions to the United States. The details of this settlement are embodied in a separate agreement between the United States, the European Economic Community, the United Kingdom and Switzerland, the text of which is given in the Appendix to the White Paper.

Steel. The United Kingdom offered at the outset of the negotiations to apply the full linear cut to its tariff on iron and steel (most of the current rates are 10 per cent with alternative specific rates which increase the effective incidence of the duty when prices are depressed) providing that substantial reciprocity was obtained in the steel sector. The European Coal and Steel Community, however, offered only to return to the level of duties (averaging between 6 per cent and 7 per cent) which applied before their temporary increase to 9 per cent early in 1964. The United Kingdom argued that in these circumstances reciprocity could not be obtained since in a bilateral agreement between the United Kingdom and the ECSC in 1957 British duties had been reduced to 10 per cent in return for rates of 6 per cent to 7 per cent in the ECSC; now all that the ECSC were offering was to restore the 1957 level of duties. The Community argued that it was not realistic for them to envisage reductions substantially below 6 per cent to 7 per cent in their tariff which was already the lowest of all the major steel producers (although it offered some marginal reductions); what was needed was some measure of harmonization of steel duties among the major world producers. This *impasse* persisted until the end of the negotiations. It then became clear that without some reduction in our duties, the ECSC would not bring down its rates from their current level and this in turn would lead to widespread withdrawals of offers by the Community on steel intensive goods and withdrawals by other participants. The Director-General of the GATT thereupon included in his final package of suggestions to resolve the deadlock the proposal that the United Kingdom cut its 10 per cent *ad valorem* rates on iron and steel to 8 per cent and reduce by 20 per cent its alternative specific duties. Since acceptance of the final package proposed was essential to the success of the negotiations, the United Kingdom agreed. In return, the European Coal and Steel Community's rates will be reduced to an average of 5.7 per cent. The United States will align (subject to a maximum cut of 50 per cent) its rates with those of the Community. Japan will, in general, reduce its rates by 50 per cent.

Textiles. Because of the general concern over textile imports among the main negotiating countries, the cuts in this sector are less deep than those in most other sectors. The United Kingdom's offers will result in a tariff cut of about 20 per cent on dutiable imports of textiles as a group. There will be no cut at all on textiles or garments wholly of cotton, wool, linen or jute and only small cuts on textiles containing a mixture of natural and man-made fibres. Our cuts on man-made fibres, on textiles of man-made fibres or silk and on garments containing man-made fibres or silk, are larger, in a few cases up to the full 50 per cent, but these duties will in no case be reduced below the rate for textiles of natural fibres and in most cases will remain above it, sometimes substantially so. The cuts by the EEC, United States and Japan are also, on average, about 20 per cent. The scope of the products on which they will make reductions is important. They will all be making significant reductions in their duties on cotton textiles (the EEC by about 20 per cent). Reductions in United States tariffs on cotton goods and man-made fibre textiles average some 20 per cent. The United States will be making some cuts on one or two of our woollen textiles specialities, including cashmere sweaters and hosiery.

In separate but related discussions for the renewal of the GATT Long Term Arrangement on cotton textiles, both the United States and the EEC have agreed to substantial increases in their import quotas.

Motor vehicles. Agreement was reached to halve the duty on cars in the United Kingdom, EEC, United States and Japan. Tariffs on cars will thus come down in both the United Kingdom and the EEC to 11 per cent (from a current rate of 25$\frac{1}{5}$ per cent and a Dillon Round commitment to move to 22 per cent on July 1, 1968). The Community did not feel able to cut its tariff on heavy commercial vehicles or buses; in the interests of achieving broad reciprocity in this sector the United Kingdom withdrew its offer on these items.



During his tour of the Nuclear Enterprises laboratories on June 30, Sr. Aldo Moro, the Prime Minister of Italy, was shown many new developments in the nuclear and ultrasonic fields. He also saw examples of equipment from the Edinburgh laboratories now operating in atomic energy, university and industrial research centres in Italy, which has been one of the major export markets for Nuclear Enterprises' products during the past 11 years. Italian scientists and engineers from Milan and Rome, who have co-operated with Nuclear Enterprises during this period, were also present. The Prime Minister was accompanied by the Italian Ambassador to Britain.

Instruments on display included: a large medical isotope monitor shortly to be shipped to Rumania, geological instruments and survey maps illustrating uranium and oil deposits, new instruments featuring microminiaturization techniques, and the company's latest semi-conductor radiation detectors. A special section included medical diagnostic ultrasonic equipment. The Prime Minister was told of an interesting project currently being discussed with Italian scientists for equipment to measure radiation from outer-space in the tunnel under Mont Blanc. Inspecting the monitor destined for Rumania are (from left to right): Dr. R. W. Pringle, managing director, the interpreter, and Sr. Moro.

Paper. The United Kingdom's initial offer in the paper sector was a full 50 per cent reduction across the broad subject to reciprocity from the EEC. This qualification was essential since the United Kingdom paper industry already faced substantial imports over a nil tariff from EFTA countries as well as competition from the EEC and the United States. The final Community offer in this sector consisted of limited reductions only, and the United Kingdom felt obliged to limit its own offers proportionately. These amounted to an average cut of some 20 per cent, leaving the United Kingdom tariff somewhat higher than the Common External Tariff in this sector.

Implementation of tariff reductions

Two considerations govern the timetable for the implementation of tariff cuts. In the first place the United States Trade Expansion Act of 1962 provides that with certain minor exceptions (tariffs of 5 per cent or below) the reductions to be made in the United States tariff shall be implemented at yearly intervals in five stages. Secondly, the Member States of the European Economic Community agreed last year to make their final move to the Common External Tariff on July 1, 1968. What has been agreed in the Kennedy Round is that participants should adopt one of two timetables. The first would provide for implementation of one-fifth of the tariff cuts on January 1, 1968, and of the remainder in four further instalments at annual intervals finishing on January 1, 1972.

KENNEDY ROUND, *continued*

The second would provide for implementation of two-fifths of the tariff cuts on July 1, 1968, and of the three remaining stages on January 1, 1970, 1971 and 1972. The United States will follow the first timetable, the European Economic Community the second. The United Kingdom will follow the Community's timing; this is also the intention of the Nordic countries and Switzerland. In a year's time, therefore, two-fifths of the tariff reductions agreed in the Kennedy Round will be brought into effect as far as most intra-European trade is concerned. Japan also intends to follow the second timetable, but the date of her first tariff cuts may be delayed if her Parliament does not approve the necessary legislation in time.

The timetables described above relate to minimum obligations, and it would be open to any country (other than the United States, which is bound by its legislation) to implement the reductions more quickly (particularly when the tariff reduction involved is so small that inconvenient fractions would result from five stages). In certain cases, where trade is predominantly with the less developed countries, the reductions may be fully implemented in one stage.

Simplification of the United Kingdom tariff

These wide ranging negotiations afforded an opportunity to simplify the United Kingdom tariff. This has grown over the years to be excessively complicated and unwieldy and has been much fragmented by concessions in previous tariff negotiations. The total of some 3,400 tariff headings will be reduced by over 750; mostly this will be achieved by amalgamating at a common rate sub-headings which, after the tariff reductions resulting from the Kennedy Round, would have had rates only a percentage point or so apart. In addition the structure of the tariff will in many places be radically simplified and a number of anomalies will be removed. The new tariff, which will begin to be introduced in mid-1968, will thus be shorter, simpler and easier for traders to understand and for Customs officers to administer.

Non-tariff barriers to trade

The main non-tariff barriers, abolition or modification of which the United Kingdom sought in the negotiations, were three United States practices – the American Selling Price system of valuation of certain imports, the American Wine Gallon Assessment system of assessing duty on imports of bottled spirits (whereby excise and import duties are charged on the water in imported bottled Scotch whisky as though it were 100° proof, thereby charging the added water for duty), and American anti-dumping practices.

As mentioned above, the United States Administration undertook to seek Congressional authority for the abolition of the American Selling Price system of valuation for chemicals. Despite lengthy negotiations it proved impossible to reach agreement with the United States on the abolition of wine gallon assessment.

Discussions took place over some two years on the possibility of an international code on anti-dumping procedures and practices based on the principles of Article VI of the GATT in order to secure the full and more uniform application of these principles by Member countries in the use of their anti-dumping powers. Agreement was finally reached among the major participants on a Code (printed in the Appendix to the White Paper) which will mean that countries subscribing to it must adopt procedures and administrative practices which will ensure that, when anti-dumping complaints are accepted and examined, trade is not unjustifiably disrupted or inhibited. For example, the Code requires that applications for anti-dumping action must be supported by evidence of material injury to domestic producers as well as of dumping, and that investigations should not be initiated without consideration of the evidence on both these counts. The Code also provides guidance on the assessment of the effects of the dumped imports to ensure that anti-dumping action is only taken against dumped imports which are demonstrably the principal cause of material injury, or the threat of it. (Acceptance of the Code will require the Canadian Government to apply the material injury criterion before imposing anti-dumping duties; under present Canadian legislation, which pre-dates the GATT, such duties are imposed automatically on imports found to be dumped.) The Code limits to three months the period during which provisional action can normally be applied in contrast to the indefinite period during which such action is taken under present United States' practice.

Before boarding their coach for their return to London, some international quality and reliability specialists, visitors to the Chelmsford works of the Hoffman Manufacturing Company Limited, are seen with members of Hoffman management. The visitors were some of the delegates to the 11th Annual Conference of the European Organization for Quality Control held in London from June 6-8, and came from Belgium, Czechoslovakia, France, Germany, Holland, Hungary, Italy, Malaysia, Portugal, Spain, Sweden, Switzerland, the USSR and Yugoslavia.

These and other provisions of the Code will involve changes in both United States and Canadian anti-dumping practices, and should provide valuable safeguards to British exporters to these and other markets. The Agreement will enter into force on July 1, 1968 for each party which has accepted it by that date. It will not be necessary to amend United Kingdom legislation in order to comply with the Code.

We were unable to meet United States requests for some relaxation in our restrictions on imports of coal and in the limitations applied by the BBC and ITA on the use of foreign television material. We agreed, however, to make a reduction by a quarter in the Commonwealth margin of preference on unmanufactured tobacco provided that American Selling Price were abolished; and we also agreed to an extension with effect from this year of the licensing period for fresh grapefruit imported from the Dollar Area to cover the months December to February (the size of the quota was unchanged).

Conclusion

The Kennedy Round will have two main consequences for the United Kingdom. In the first place there will be substantial reductions in the tariffs faced by United Kingdom exporters in the European Economic Community, the United States and Japan. These areas take about one-third of British exports, and a substantial increase in United Kingdom exports should eventually result. In the second place, the reductions agreed in the United Kingdom tariff over a similar period will lead to increased competition in the home market. British industry, in other words, will be faced both with a considerable opportunity and a considerable challenge.

The Kennedy Round also had significant results in agriculture and on non-tariff barriers. Many concessions will be of assistance to the developing countries. The total results were far greater than those achieved in any previous negotiations to reduce the barriers to world trade.

Foreign Secretary's statement to EEC

THE TEXT of the statement made on behalf of HM Government by the Secretary of State for Foreign Affairs at the meeting of the Council of Western European Union at The Hague on July 4 has been published as a White Paper. ('The United Kingdom and the European Communities' Cmnd. 3345. HMSO price 1s. 6d. or by post from HMSO, PO Box 569, London, S.E.1, price 1s. 9d.).

flexible distribution of industry olicy—The President

AT THE CEREMONY on July 7 to mark the site of the new factory t Doncaster for Rockware Glass Ltd., Mr. Douglas Jay, Presi-ent of the Board of Trade, said that he was most encouraged by ockware's faith in the future. 'You have chosen to take the long-erm view,' he said, 'and to invest now in the most modern and ost efficient plant to ensure that you have the production capacity eady to meet the accelerated growth in demand for glass containers hich an upswing in the economy will bring about.

'If you had felt able to site your factory in a development area,' ontinued the President, 'we in the Board of Trade would have een very pleased because as a nation we must use the labour and esources available in those areas. The fact, however, that we in he Board of Trade have approved your new project here shows hat we are much more flexible in our distribution of industry olicy than is sometimes realized. We, in fact, follow a more liberal DC policy in areas such as Yorkshire than in the really congested arts of the South East. This project is an example of that flexible olicy; and of our understanding of Doncaster's special problems. t now goes ahead with the Government's blessing.'

The President pointed out that the Board of Trade had agreed o many other industrial expansions in that part of the country, having over the last 10 years approved 104 industrial development certificates in the Doncaster area. 'It is my belief,' he said, 'that this policy is the right one for the needs of Doncaster, and indeed for other parts of the Yorkshire and Humberside region, which has more need for employment than the SE or Midlands, but less than the development areas.'

Investment in Scotland

SINCE 1963 the Scottish Council (Development and Industry) has been carrying out surveys of the investment and performance of companies that have moved into Scotland. The results of their most recent analysis, carried out in January 1967, show that, by 1966, incoming firms had invested £288 million in Scotland and were employing 102,000 people. During the year they produced £473 million worth of goods and exported £152 million worth (or 32 per cent).

Since 1964, investment by incoming concerns has increased by 33 per cent. Output has risen by 29 per cent and exports by 37 per cent. This has been achieved with only a 12 per cent increase in employment.

The key industrial sector in this performance, says the report, is made up of firms producing instruments, electronic equipment, and business machinery. In 1966 these industries employed 24,400 people, had invested £65 million and produced £105 million worth of goods; some £60 million worth (or 57 per cent) of which was exported compared with 1964, when this sector employed 18,900, had invested £33 million, produced £56 million worth of goods and exported £25.5 million worth (or 49 per cent).

The incoming firms have made considerable impact on the Scottish economy and now employ 14 per cent of the total number employed in manufacturing industry in Scotland. Output from the incoming companies is now approximately 16 per cent of the total gross output of manufacturing industry in Scotland, and they exported £152 million worth of goods in 1966 or 30 per cent of the Scottish Council's estimated value of Scottish exports.

The Scottish Council survey covered 230 firms which had moved into Scotland. Replies were received from 60 North American and 92 United Kingdom and European firms. In terms of employment, this response represented 72 per cent of the American firms and 62 per cent of the United Kingdom and European companies.

The Prime Minister opens engine test facility

MR. HAROLD WILSON, the Prime Minister, officially opened the new Cell 4 of the Engine Test Facility at the Ministry of Technology's National Gas Turbine Establishment at Pyestock, Hants, on July 7. In this test facility the intake/engine combination for Concord, the Anglo-French supersonic airliner, will be 'flown' in a supersonic airstream up to twice the speed of sound. No other such facility in Western Europe approaches it in size, complexity or capability.

When running at Concord cruising speed conditions, the power consumed by the test plant is 170,000 horse-power, greater than the installed power of the liner Queen Elizabeth.

The basic concept of Cell 4 originated with the Ministry of Technology (formerly the Ministry of Aviation) and has involved the Gas Turbine Establishment in a considerable programme of research to establish the design of its many novel features. The Ministry of Public Building and Works was responsible for the detailed design in consultation with NGTE engineers and for overall project management involving a large number of individual contractors.

The first Olympus 593 engine was installed during May, and the inaugural ceremony marked the first series of tests on the complete Concord power plant.

The Prime Minister, accompanied by Mr. Anthony Wedgwood Benn, Minister of Technology; Mr. John Stonehouse, Minister of State, Ministry of Technology; and Lord Walston, Parliamentary Secretary, Board of Trade; unveiled a commemorative plaque and initiated recording of Concord power plant performance. Later he visited Cell 4 and exhibits demonstrating the wide range of work of the Establishment, which is the Government centre for research into the problems of gas turbine engines and related systems.

Furniture Development Council

THE BOARD OF TRADE announce that following consultation with trade interests concerned, the Furniture Industry Development Council (Amendment No. 3) Order, 1967, was laid before Parliament on July 5. The purpose of the Order, which requires approval by both Houses of Parliament, is to amend the Furniture Industry Development Council Order, 1948 (SI 1948 No. 2774), as amended (SI 1958 No. 1126 and SI 1964 No. 1085). The 1948 Order set up a Development Council for the furniture industry, and the 1958 and 1964 Orders increased the maximum amount of the levies on the industry.

The amending Order, if approved by Parliament, will provide for:

(i) reformulating the basis on which levies are made on the industry by the Council. Instead of a maximum amount to be collected as hitherto from the industry as a whole, a charge may be imposed on manufacturers up to a maximum rate of 10s. per £1,000 annual turnover;

(ii) the inclusion within the scope of the designated activities of domestic-type furniture made wholly of metal and of various classes of domestic-type built-in furniture;

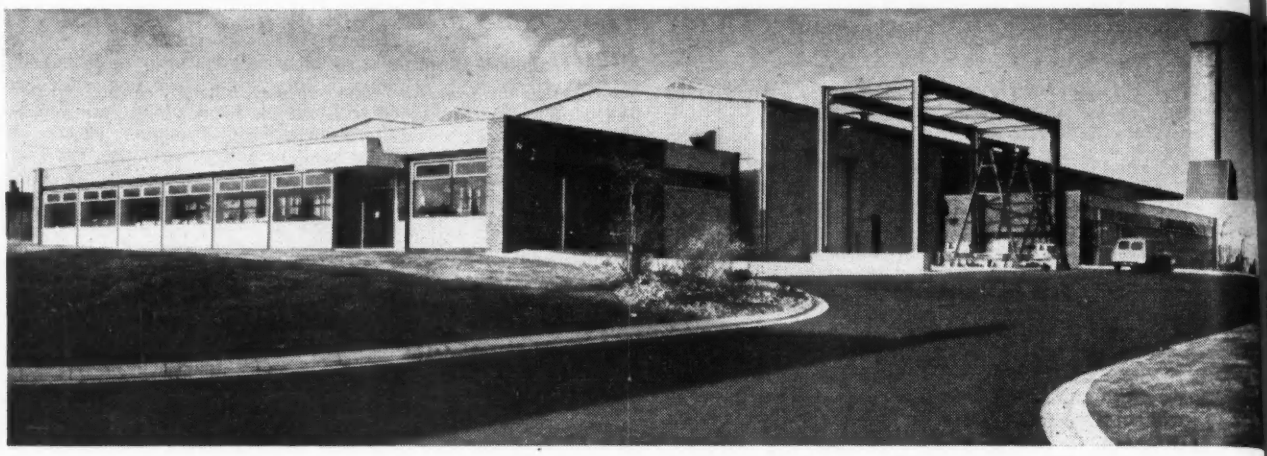
(iii) the exemption from levy of persons or firms whose sales of furniture do not exceed £3,000 per annum.

The Furniture Development Council has formally requested the Board of Trade to take the necessary steps to implement these changes in the Order. The proposals will enable the Council to maintain and expand its work and that of the Furniture Industry Research Association on behalf of the industry. The Research Association receives most of its industrial income through the Council from the levy.

Copies of the draft Order are obtainable, price 8d. each (by post 11d.) from HMSO, 49 High Holborn, London, W.C.1, and 423 Oxford Street, London, W.1, and branches or post from HMSO, PO Box 569, London, S.E.1.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.



A 25,000 sq. ft. 'advance' factory at Crook, Co. Durham, recently occupied by Patons & Baldwins Ltd. Courtesy Richard Turley Associates.

'Advance' factories in development areas

GREATLY ENCOURAGED by the success of the policy of providing ready-to-occupy factories in the development areas of England, the Government continues to step up the programme of construction.

Since November 1964 a total of 36 'advance' factories has been authorized by the President of the Board of Trade for construction by the English Industrial Estates Corporation. Many of these are now completed and occupied, or allocated and about to be occupied, and a number have been extended since they were taken over.

'Advance' factories are designed on the most modern lines, and principally in units of 10,000, 15,000, 25,000 and 50,000 sq. ft., to meet the production requirements of almost any type of medium or light industry. They are situated on fully developed sites with all necessary services; are independently heated; allow for up to 300 per cent future expansion wherever possible, and are located on strategically selected sites in areas where good reserves of labour exist both for immediate requirements and for future growth.

Currently the following 'advance' factories are available for immediate occupation:

In County Durham	Stanley	26,000 sq. ft.
	Houghton-le-Spring	26,680 sq. ft.
In Cornwall	Penzance	10,870 sq. ft.

The following 'advance' factories are scheduled for completion at the time indicated:

In Northumberland	Ashington	25,000 sq. ft. (July, 1967)
	Newburn	25,000 sq. ft. (August, 1967)
	Cramlington	25,000 sq. ft. (September, 1967)
	Blyth	25,000 sq. ft. (Spring 1968)
	Haltwhistle	15,000 sq. ft. (Spring 1968)
In County Durham	Sunderland	50,000 sq. ft. (July, 1967)
	Sunderland	10,000 sq. ft. (August, 1967)
	Brandon	25,000 sq. ft. (December, 1967)
	Crook	25,000 sq. ft. (February, 1968)
	Team Valley, Gateshead	25,000 sq. ft. (October, 1967)
	Consett	25,000 sq. ft. (September, 1967)
	Houghton-le-Spring	15,000 sq. ft. (Spring 1968)
In Cumberland	Workington	15,000 sq. ft. (Spring 1968)
In Lancashire	Knowsley, Industrial Estate	25,000 sq. ft. (Spring 1968)
	Upton (South Merseyside)	25,000 sq. ft. (Summer 196
	St. Helens	25,000 sq. ft. (Summer 196
In Cornwall	Camborne	20,000 sq. ft. (Spring 196

In addition to the foregoing, the English Industrial Estates Corporation has, from time to time, factory premises available which have been released by growth industries on the estates for whom new and larger premises have been constructed.

All factories referred to may be leased or purchased, depending on siting. Current Government loans and grants are available. These include:

45 per cent grants for new plant and machinery.	(May be applied for by firms in the manufacturing, construction and extractive industries).
Building grants – 25 per cent (Exceptionally up to 35 cent)	May be applied for by firms providing employment in a development area.
General purpose loans – for capital assets or working capital. Grants towards initial expenditure – incurred in setting up in a development area. Industrial training – special financial Industrial training – special financial and direct training assistance. Housing – help in finding houses for key workers.	May be applied for by any firm providing employment in a development area.

Further information about facilities in development areas in England may be obtained from any Regional Office of the Board of Trade (*addresses on page* 84) or from the English Industrial Estates Corporation, Team Valley, Gateshead 11, Co. Durham (Tel. Low Fell 876071).

Factory extension in Northern Ireland

GOBLIN (BVC) LTD. have opened a 20,000 sq. ft. extension to their factory at Castlereagh, Belfast, in which the company has concentrated its entire production of Goblin 'Teasmade' automatic tea-making appliances. The Northern Ireland subsidiary, known as BVC Industries (NI) Ltd., was established in 1946 at Castlereagh with 200 employees. The present extension will increase the factory area to more than 70,000 sq. ft. and add 200 to the present employment figure of about 500.

British commercial representatives overseas

THE FOLLOWING AMENDMENTS should be made to the list of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on May 19:

AUSTRALIA – SYDNEY: *Delete* entry; *substitute* – Mr. M. J. Marshall, CMG, Deputy High Commissioner, British High Commission, London Assurance House, 20 Bridge Street, Sydney, NSW (Tel. 27-7521).

ITALY – MILAN: *After* 'Gabba 1/a' *add* – I 20121 Milan.

– BARI: *After* 'Corso Vittoria Emanuele 147', *add* – I 70122 Bari.

– GENOA: *After* 'Via Fieschi 8-12', *add* – I 16121 Genoa.

– TURIN: *Delete* entry; *substitute* – Mr. J. J. Sinclair, Consul, British Consulate, 1 Corso Vittorio Emanuele (corner of Corso Massimo d'Azeglio), I 10125 Turin (Tel. 657676/7).

UNITED STATES – CLEVELAND: *Delete* (Telex 20660-98-6494 a/b BRITAIN CLV) *substitute* (Telex 20660-98-5618 a/b BRITAIN CLV).

FRANCE – MARSEILLE: Mr. R. C. Omerod has replaced Mr. P. Murray, CMG as Consul-General.

London Chamber trade promotions in the Far East

TWO MAJOR trade promotions are to be mounted by the London Chamber of Commerce in the Far East during the next 12 months. A 25-strong working mission is to visit Hong Kong and Japan from October 15 to November 9, and in April 1968 the London Chamber is organizing, in conjunction with the Board of Trade, a British Section at the Osaka International Trade Fair.

The mission, which is to be led by Mr. Jeffrey Hamm, chairman of Dodwells and treasurer of the London Chamber, will be one of the regular series organized by the Chamber to cover the Asian market.

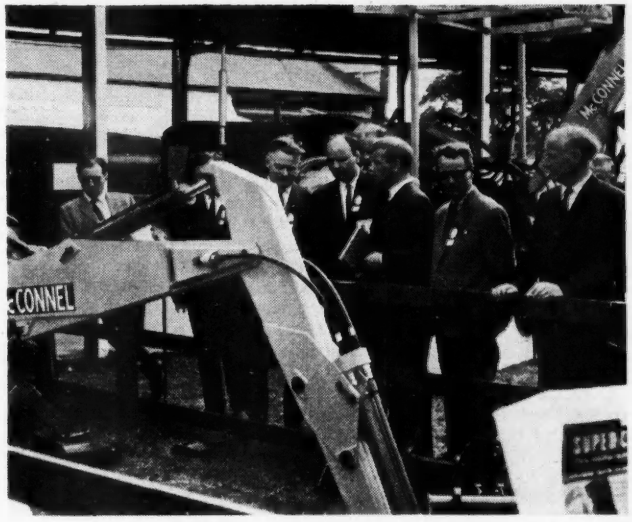
A smaller mission will be going on from Tokyo to visit Thailand. It will be following up contacts made at the First Asian International Trade Fair in Bangkok last November, then preparing for a full-scale mission from the London Chamber which is to visit South East Asia in the Spring of 1968.

Some members will also be joining a Birmingham Chamber of Commerce mission visiting the Philippines. Both the Birmingham group, which will be visiting Bangkok, Manila and Hong Kong, and the London mission, have been organized in conjunction with BNEC Asia.

Selling group for Thailand, Philippines and Hong Kong

FROM OCTOBER 1-22 this year a selling mission from Birmingham Chamber of Commerce and Industry will visit Thailand, Philippines and Hong Kong. The mission will include major Birmingham companies led by Mr. W. R. P. King, managing director of The Mint, Birmingham, Ltd., and chairman of the Chamber's Far East Section. The Chamber has sent three earlier missions to Hong Kong, one led by Mr. King, and a group from the Chamber also visited Thailand and Philippines in 1965. Japan, Malaysia and Singapore have also been covered by missions from the Chamber during Mr. King's chairmanship of the Far East section.

Companies represented on earlier Birmingham missions to the Far East, in response to a survey in January this year, reported that they had negotiated business following the missions to a value of some £613,000.



Lord Brown (far right), Minister of State, Board of Trade, visited the Royal Agricultural Show at Kenilworth in company with Mr. A. A. Yezhevsky (fifth from right), chairman of Soyuzselkhostekhnika – the Russian buying organization for agricultural equipment. During their stay in Britain, Mr. Yezhevsky and his colleagues also saw various agricultural machinery projects and factories manufacturing equipment, together with irrigation, fertilizer and herbicide companies, vegetable harvesting and poultry processing. The visit was organized by the British Agricultural Export Council. Picture shows the group looking at equipment on the McConnel stand.

Russian visitors

A PARTY of Russian food technologists arrived on July 7 at the Peterborough headquarters of the Baker Perkins group who will be hosts to the Russians for a fortnight.

The party headed by Mr. S. I. Brovkin, Deputy Minister, Ministry of Food, includes four technical experts from the food industry in different parts of the Soviet Union.

BNEC—Southern Africa appointment

MR. ALAN J. M. MILLER, chairman and managing director of Bestobell Limited, has been appointed deputy chairman of the BNEC Southern Africa Committee. Mr. Miller, who has experience in the marketing of capital goods, visits Southern Africa regularly in the interests of British exports, and has done so for the past 20 years. His present company, which he joined 16 years ago, has many overseas subsidiaries and concentrates on light engineering, asbestos products, consumer goods and paints.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Merchanting control on strategic goods

THE BOARD OF TRADE laid before Parliament on July 5 the Strategic Goods (Control) Order, 1967. It replaces the earlier Order of November 22, 1961, as amended on March 27, 1963, and reflects changes resulting from amendments to the list of goods subject to embargo for the Soviet bloc and China, which were included in the *Board of Trade Journal* on August 19, 1966, and its amendments on March 10, 1967. The Order continues the prohibition, except under licence, of the disposal of strategic goods which are situated outside the United Kingdom to any authority or person in the Soviet bloc or China, or to any other person if the person disposing of the goods has reasonable cause to believe that they will be imported into the Soviet bloc or China. The goods affected by this Order are goods which are subject to embargo for export from within the United Kingdom and they are shown in a schedule to the Order.

The Order comes into effect on July 19, 1967.

Copies of the Strategic Goods (Control) Order, 1967 (SI 1967 No. 983) can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches (price 3s. each; by post 3s. 5d., from HMSO, PO Box 569, London, S.E.1). Inquiries about the Order should be addressed to Export Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Notes:

The control on merchanting transactions was first imposed on January 7, 1955, and is complementary to the export embargo which relates to goods situated in and exported from the United Kingdom.

The goods covered by the new Order are substantially those included in the list of goods subject to embargo published in the *Board of Trade Journal* of August 19, 1966, and its amendments on March 10, 1967.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by July 28, 1967.

Tariff heading	Proposed Definition for Tariff Purposes	Applied for as	Exemption required until	Reference
28.42	Manganous carbonate	Manganese carbonate	December 31, 1967	13054
29.01	*p*-Terphenyl	As in previous column	December 31, 1967	13055
29.02	1, 1, 2-Trichloroethane	As in previous column	December 31, 1967	13057
29.32	Triphenylarsine oxide	As in previous column	December 31, 1967	13053
29.35	Nifuratel	As in previous column	December 31, 1967	13059
29.39	Nandrolone laurate	As in previous column	December 31, 1967	13048
29.43	2-Deoxy-D-glucose	As in previous column	December 31, 1967	2388
29.45	Potassium *tert*butoxide	As in previous column	December 31, 1967	13058
28.42	Cobaltous hydroxide	Cobalt hydroxide	October 31, 1967	13064
29.02	1, 2, 5, 6, 9, 10-Hexabromocyclo dodecane.	Hexabromo cyclododecane	December 31, 1967	13046

Note:-*Withdrawal of applications*

Interested parties will wish to know that the applications for temporary exemption from import duty of Sodium dihydrogen citrate (29.16) and Benzyl 3-methylbutyl ether (29.08) published in the *Board of Trade Journal* of March 17 (page 702) and May 1967 (page 1282) respectively have been withdrawn.

Some of a party of 26 retailers, members of the Men's Fashion Guild of Greater Miami, visited Simpsons, Piccadilly, recently during a brief visit to London. After a tour of the store, the retailers attended a reception in the Simpsons Services Club, where their host was Mr. Howard Gordon-Martin – DAKS Sales Manager (United States).

Training levy for the wool, jute and flax industry

MR. RAY GUNTER, Minister of Labour, has approved proposals submitted by the Wool, Jute and Flax Industry Training Board for a levy on employers in the industry equal to 1.5 per cent of their payroll in the year ending April 5, 1967.

The Order (SI 1967 No. 989), which was laid before Parliament on July 7, and which came into operation on July 10, is available from HMSO or through any bookseller, price 1s.

Printing and paper research associations merge

THE PRINTING, Packaging and Allied Trades Research Association and the British Paper and Board Industry Research Association merged to become one organization on June 29. The full title of the new body is 'The Research Association for the Paper and Board, Printing and Packaging Industries'; for short it will be called PIRA.

Imports of meat and offal from Holland

THE MINISTRY of Agriculture, Fisheries and Food have announced that the Agricultural Departments are now prepared to issue licences permitting imports of beef, veal and beef offal from Holland to take place as from midnight, July 12. (This trade has been banned since the beginning of January because of the occurrence of foot-and-mouth disease in Holland.)

NPL Open days

THE NATIONAL Physical Laboratory held two open days last week. This year the emphasis was on the work being done in the Measurement Group, consisting of the Divisions of Quantum Metrology, Optical Metrology, Radiation Science, the Metrology Centre and the Advanced Instrumentation Unit.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to Her Majesty's Stationery Office.*

Prevention of Fraud (Investments) Act, 1958

Dealers in securities

THE FOLLOWING changes have taken place during June in the lists of Licensed Dealers in Securities and Exempted Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Additions

Harry Lucas, Jr., 39 South Street, London, W.1.

Oceanic Securities Limited, 52 Gloucester Place, London, W.1.

Deletions

Yeoman Assurance Company Ltd., 52/53 Jermyn Street, London, S.W.1.

Correction

Allied Corporate Bankers, shown as deleted on page 1465 of the *Journal* dated June 9, 1967, should read Allied Corporate Brokers.

Exempted dealers

Addition

British National Life Insurance Society Ltd., Spencer House, 4 South Place, London, E.C.2.

Deletion

Union Corporation Ltd., Princes House, 95 Gresham Street, London, E.C.2.

Changes of address

British and French Bank Ltd., 8-13 King William Street, London, E.C.4.

Development Finance Corporation Ltd., 100 Wood Street, London, E.C.2.

Authorized unit trust schemes

THE FOLLOWING changes have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1967 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Castle Unit Management Company Limited, 4 Angel Court, London, E.C.2	Castle Commodity Plus Units	Martins Bank Limited, 4 Water Street, Liverpool 2.
Electronic & Industrial Securities Limited, 15 St. Helens Place, London, E.C.2	Industrial Achievement Trust	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
Hambro Abbey Securities Limited, 55 Bishopsgate, London, E.C.2	Hambro Abbey Income Trust	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
Hambros Investment Management Services Limited, 55 Bishopsgate, London, E.C.2	Hambro Smaller Companies Fund	Barclays Bank Limited, 54 Lombard Street, London, E.C.3.
Investment Analysis Management Limited, 8/9 Hertford Street, London, W.1 .	Invan Unit Trust	Westminster Bank Limited, 41 Lothbury, London, E.C.2.
London Wall Group of Unit Trusts Limited, 6 Angel Court, London, E.C.2	London and Wall Street Units	The Royal Bank of Scotland, P.O. Box 51, St. Andrews Square, Edinburgh 2.
Oceanic Unit Trust Managers Limited, Charter House, 52 Gloucester Place, London, W.1	Oceanic Unit Trust	The Royal Bank of Canada Trust Corporation Limited, Brewers' Hall, Aldermanbury Square, London, E.C.2.
Scotbor Securities Limited, 31 Charlotte Square, Edinburgh 2	Scotbor Growth Fund	The Governor and Company of the Bank of Scotland, P.O. Box No. 5, Edinburgh 1.
Scotbor Securities Limited, 31 Charlotte Square, Edinburgh 2	Scotbor Income Fund	The Governor and Company of the Bank of Scotland, P.O. Box. No. 5, Edinburgh 1.
Westminster Hambro Trust Managers Limited, 55 Bishopsgate, London, E.C.2	Westminster Hambro Growth Investment Unit Trust	The Commercial Union Assurance Company Limited, 24 Cornhill, London, E.C.3.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the proposed mergers between the Beecham Group Ltd. and Vitamins Ltd. and between Staveley Industries and H. W. Kearns and Co. Ltd. to the Monopolies Commission under the provisions of that Act.

Annual Report of LOB

'A FRUSTRATING YEAR both for the Bureau and our clients' is reported by Mr. E. J. Sturgess, chairman of the Location of Offices Bureau in his introduction to the fourth annual report of the Bureau (1966-7) published on July 10. Mr. Sturgess went on to say: 'The restrictions on office development which had begun to be felt during the previous year were extended in July 1966, and there were very few office development permits issued to firms wishing to decentralize, while empty offices in many areas were taken by local authorities and the Ministry of Public Building and Works. Although LOB's clients moved a record number of 11,718 jobs out of London during the year, these were mainly moves planned in previous years. The financial restrictions introduced in July 1966 did not encourage office moves with their attendant problems and costs. The present hiatus in expansion is bound to affect our figures in future years.'

Copies of the report are available from the Location of Offices Bureau, Lonsdale Chambers, 27 Chancery Lane, London, W.C.2, price 2s. 6d.

Scottish bakery expansion

A £1,500,000 modernization and expansion scheme, which could create 500 new jobs is planned by City Bakeries Ltd. of Glasgow.

The company are to close their two existing bakeries near the centre of Glasgow and transfer the 700 production workers to the new plant – 'the finest bakery in Europe' – when it is completed at the end of next year on the Balmore Industrial Estate.

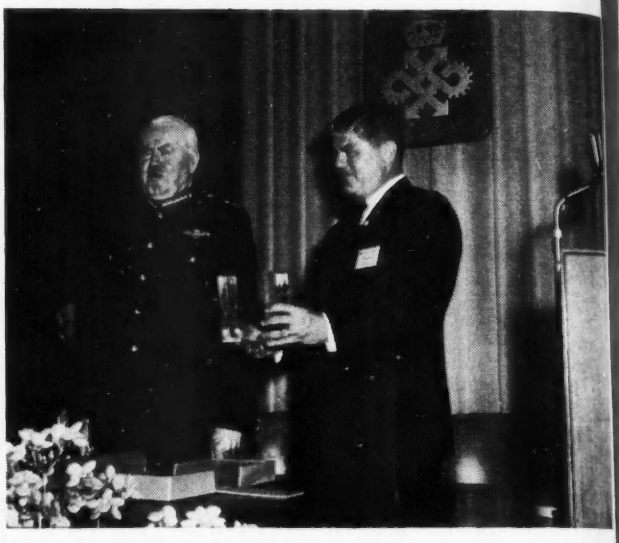
The Ronald Lyon Group, who are developing the Balmore Estate will lay down the 178,000 sq. ft. bakery plant on a 12-acre site. It will be the largest unit on the estate and will bring the amount of factory space completed or under construction to 350,000 sq. ft. for 15 firms involving almost 2,000 jobs. The total of Lyons' projects on hand in the whole of Scotland is now more than 700,000 sq. ft.

U.S. company for Scotland

AN AMERICAN FIRM has been encouraged to establish in Scotland by the growing share of the electronics industry north of the border. The Mica Corporation of Culver City, California, has decided to open a factory at Newbridge, Midlothian, and start production of their micaply epoxy glass laminates from which conventional and multi-layer printed circuit boards are made.

The company will take over a 25,000 square foot factory that is being built by Midlothian County Council and hope to start production in Spring 1968. Initially, they will employ some 40 men who will be recruited locally for training.

QUEEN'S AWARD PRESENTATION CEREMONIES



Official presentations of the Queen's Award to Industry. Photograph on the left shows Col. R. A. St. G. Martin, Lord Lieutenant of Leicestershire, presenting the Award to Mr. Donald Byford, chairman and founder of the hosiery and knitwear firm of D. Byford and Co. Ltd. On the right, Mr. M. W. Dargel, managing director of Caterpillar Tractor Co. Ltd., accepts the Award from Sir James Fitzjames Duff, Lord Lieutenant of Durham. Both Awards were made in recognition of outstanding export achievements.

The Queen's Award to Industry, 1968; closing date for applications

THE CLOSING DATE for the receipt of applications for the Queen's Award to Industry, 1968, is **October 31, 1967.** Application forms, together with Notes of Guidance on the completion of the form and on the presentation of statement of case for the Award, may be obtained from the Office of the Queen's Award to Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-799 7000).

Industrial training board for the civil air transport industry

MR. RAY GUNTER, Minister of Labour, has appointed Mr. A. M. A. Majendie as chairman of the Civil Air Transport Industry Training Board from August 1. Mr. Majendie is divisional managing director, Smiths Industries Limited, Aviation Division. He is to become deputy chairman, Molins Organization Limited in the autumn but will maintain a link with Smiths Industries Limited on a consultancy basis.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below

Northern Region
Wellbar House, Gallowgate.
Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575.
Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: OLE 2. 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. Telex No. 25991.)
F. Lacey.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
J. W. Stoodley.

South Western Region
The Pithay, Bristol 1.
(Tel. Bristol 21071.
Code: OBR 2. 21071. Telex No. 44214.)
L. I. Macbeth.

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)

District Office
North Wales District Office, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261.)
I. Gray.

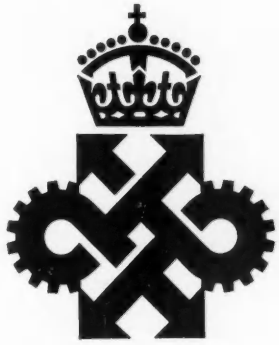
Midland Region
Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221.
Code: 021, 643, 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171.
Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. (Tel. Belfast 34488. Code: OBE 2. 34488. Telex No. 74578.)
Telex No. 74578.)
H. E. Jones, C.B.E.

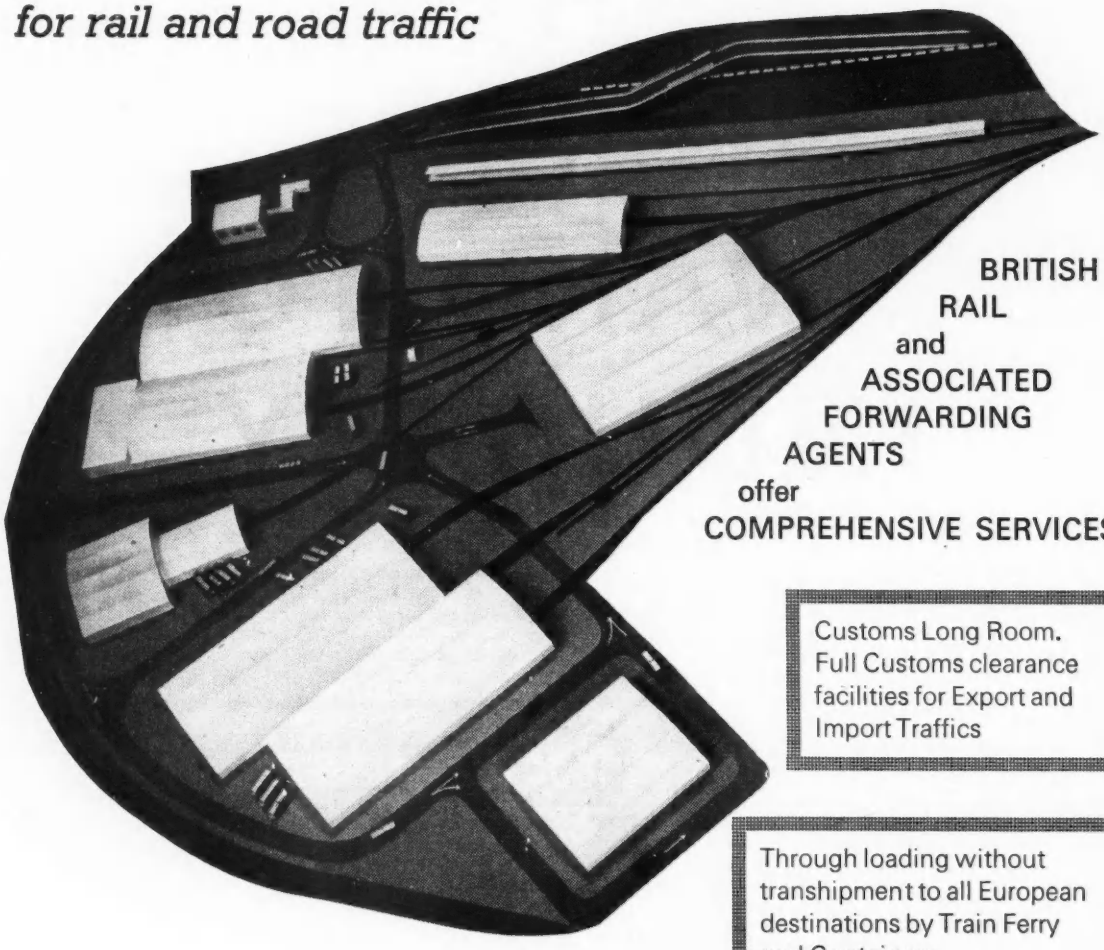
THE QUEEN'S AWARD TO INDUSTRY 1968



The closing date for receipt of applications is the 31st October, 1967. Application forms may be obtained from the Office of the Queen's Award to Industry, 1 Victoria St, London SW1. Telephone: 01-799-7000

now open
LONDON (STRATFORD) INTERNATIONAL FREIGHT TERMINAL

Britain's most modern inland terminal for rail and road traffic



BRITISH RAIL and ASSOCIATED FORWARDING AGENTS offer COMPREHENSIVE SERVICES

Customs Long Room. Full Customs clearance facilities for Export and Import Traffics

Through loading without transhipment to all European destinations by Train Ferry and Containers

For expert advice consult the Terminal Manager: R. W. J. Collard, Stratford, London, E.15. Telephone 01-534 4500 or Telex 896013

Reception of Import Traffic from all European countries in through vehicles eliminating port delays

Overnight services to and from Holland, Belgium and France

British Rail Eastern Region

The London (Stratford) International Freight Terminal

THE NEW London (Stratford) International Freight Terminal of British Rail, Eastern Region, is now fully operational.

The new terminal occupies a 35-acre site at Stratford, E.15, and has been developed by British Rail, Eastern Region, in collaboration with the following British Rail freight forwarding agents, each of whom will operate independently in their own individual areas within the terminal:

Alltransport Ltd., Anglo Overseas Transport Co. Ltd., Comptons Ltd., Conemar Ltd., Crowe & Co., Davies Turner & Co. Ltd., Gentransco Services Ltd., Lep Transport Ltd., MAT Transport Ltd., Schenkers Ltd., Van Oppen & Co. (1935) Ltd.

Designed not only for immediate and near future traffic flows, but also for considerable expansion in the 70s and 80s, this will be the first fully-integrated inland Customs Terminal in the United Kingdom for all forms of surface transport. In addition to handling import and export consignments by rail in either part or complete loads, the terminal will also cater for ISO containers and TIR (Transport International Routier) vehicles.

The layout of Stratford comprises 10 self-contained depots – nine for the freight forwarding firms and one for British Rail. Each has multiple-canopied receiving and delivery bays permitting all-weather working and is customs approved for clearance of imports and exports. Each firm will be responsible for organizing all handling, documentation, etc., connected with its own freight movements.

(*Continued on page* 89)

A model of the London (Stratford) International Freight Terminal.

LIFT
LIFT
LIFT
LIFT

MAT TRANSPORT
SHED No. 6
London (Stratford) International Freight Terminal
TEMPLE MILL LANE, STRATFORD
LONDON E.15

NOW
IN
OPERATION

Use the new Terminal for ***fast*** movement of goods to and from the Continent, ***Faster*** Customs clearance. Specially built to cater for the presssing demands of modern Transport, ***LIFT*** offers you tomorrow's integrated transport here in ***LONDON—NOW***

MAT TRANSPORT LTD
TEL: 01-247 6500
TELEX: 28404
ARNOLD HOUSE
HOLYWELL LANE
LONDON E.C.2

MUCH NEEDED L.I.F.T. FOR INTERNATIONAL FREIGHT

The new £1½ million *London* (Stratford) *International Freight Terminal* (L.I.F.T.) brings long-awaited centralisation—and full inland Customs Clearance facilities—to international freight handling.

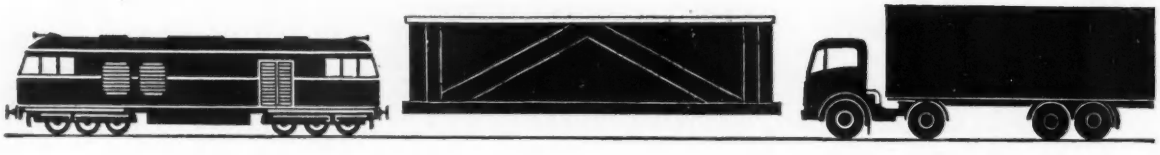
THIRTEEN PROMINENT FREIGHT FORWARDERS:

ALLTRANSPORT LTD.
ANGLO OVERSEAS TRANSPORT LTD.
COMPTONS LTD.
CONEMAR LTD.
CROWE & CO. (LONDON) LTD.
DAVIES TURNER & CO. LTD.
EUROPEAN & GENERAL EXPRESS CO. LTD.
GENTRANSCO SERVICES LTD.
LEP TRANSPORT LTD.
M.A.T. TRANSPORT LTD.
MORISON POLLEXFEN & BLAIR LTD.
SCHENKERS LTD.
VAN OPPEN & CO. (1935) LTD.

join with British Rail at this 35-acre Terminal to operate their own individual highly-mechanised depots for the smooth handling of exports and imports in full or part loads by rail, road and container services with Europe and overseas.

L.I.F.T. FOR STREAMLINE INTERNATIONAL FREIGHT HANDLING

LONDON (STRATFORD) INTERNATIONAL FREIGHT TERMINAL
TEMPLE MILLS LANE, STRATFORD, LONDON, E.15



British Rail will control all wagon movements within the terminal which is connected directly with the main line to the Harwich/Zeebrugge train ferry service, and also with the similar service, operating from Dover to Dunkirk, thus offering shipment within a few hours of leaving the terminal (and vice-versa for import traffic).

Customs clearance procedure, particularly with imports, will be greatly facilitated. There is a customs 'Long Room' on the site. Each individual depot will have its own customs officer to effect clearance.

Siting of the terminal offers excellent connecting services for rail-borne traffic on the principal United Kingdom rail routes and, in addition, adjacent to LIFT the Stratford Freightliner Terminal is under construction. Both terminals are connected to PLA docks by existing lines.

With the high-capacity container programme already announced for the Harwich/Zeebrugge route very much in mind, there is a container park with two transporter cranes within the terminal area. An increasing number of ISO containers will be handled over the next two years as the programme reaches fulfilment.

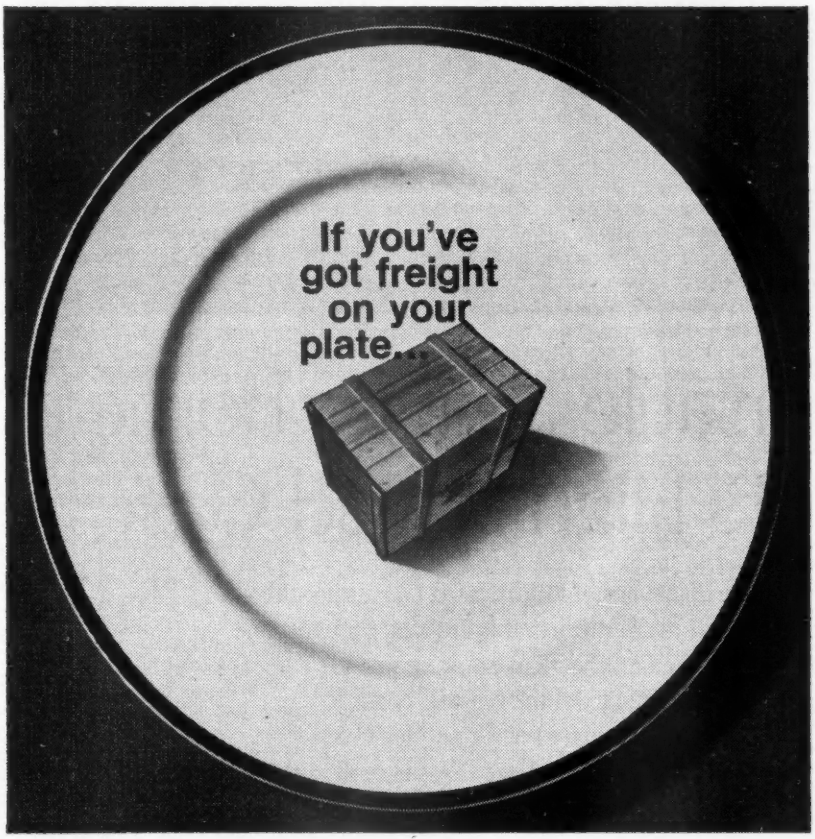
A covered 'bank', 880 ft. long with rail and road access on both sides, has been provided for customs clearance of perishables, and full loads of general traffic. On each side of the bank there is a delivery siding. Facilities are also available for public health authorities concerned in the inspection of foodstuffs passing through the terminal.

Commenting on the new terminal, Mr. A. Hogben, a director of Gentransco, said: 'It is perhaps little realized that with the opening of the London International Freight Terminal at Stratford, a milestone has been reached in the forwarding world. With or without the Common Market, continental export and import business is of extreme importance to the economy of the country and it has in the past been one facet of shipping and forwarding that has perhaps not received the right kind of backing and, as an organization specializing in continental traffics, this has been a cause of much frustration to us.

'However, better late than never, and the new terminal represents a considerable stride forward not only in the size and scope of the project, but in the tremendous increase in efficiency that will result. Within our own depot, which is of some 65,000 square footage, modern methods of goods handling and control will be used to ensure the rapid turn-round of goods and, since all our activities can now be centred under one roof, expensive and time wasting movement of goods across London will come to an end. This means, factually, that whether goods are to be exported or imported by TIR vehicle or trailer, container or train ferry wagon, all the handling will be carried out in the same place.

'For our part train ferry is still the major part of our business and, serving as we do some 21 different destinations covering the Continent is a comprehensive manner, the availability, on tap, of wagons is in itself a major contribution to better service for all our business friends, and within our shed the heavy investment in mechanical handling equipment and sophisticated control systems enhances the service still more.

'We have been pioneers in the self-loading of export goods, said Mr. Ritt, of MAT Transport Ltd., speaking of the effect of the new terminal on his company's activities, 'and will carry on the tradition in this fine new terminal. It will give us much more room for manoeuvre and speedier despatch and we will of course use it for ISO containers, of which we already have a large number in circulation, and for our substantial fleet of ISO vehicles.'



P & O CAN MOVE IT FAST TO AND FROM THE FAR EAST

Whether it's a question of imports or exports, time's not on your side but P & O Freight Services are. The three services–Strath Express, Japan Mail, Japan Express–make short work of journeys to and from the Far East.

No loitering. For instance, East bound P & O ships reach Port Swettenham from London in 18 days, Singapore in 20 days, Hong Kong in 25 days, Yokohama in 30 days.

Combined, the three services provide three monthly calls at Aden, Port Swettenham, Hong Kong and Yokohama–two calls a month at Singapore and Kobe–once-a-month stops at Penang, Manila, Otaru and Nagoya.

P & O ships are designed to carry anything from fresh fruit to palletised and containerised cargo.

P&O
FREIGHT SERVICES

Freight Sales Department,
Beaufort House,
Gravel Lane, London, E.1.
Telephone: 01-283 8000
Telex: 28624

The flame from the sea.

Abundant, versatile heat for home and industry. It's High Speed Gas.

The discovery of High Speed Gas under the sea
will mean more and more heat for everyone.
Fast, obedient heat – as nature made it.
The flame from the sea will better
our whole pattern of work and leisure.
The age of High Speed Gas is really just beginning.

HIGH SPEED GAS... more and more heat for everyone

Aviation and Shipping

Matters concerning aviation and shipping are also dealt with in Parliamentary Answers (see pages 92/3).

Aircraft movement census

A CENSUS of aircraft movements in United Kingdom airspace is to be carried out by the National Air Traffic Control Services during the period 0001 hours July 19 to 2359 hours July 25.

All movements of British and foreign civil and military aircraft will be included to provide a factual record of the quantity and nature of traffic flying in the United Kingdom Flight Information Regions. This information will be used for the planning of future air traffic control services.

There have been five previous censuses, the most recent being that taken in July 1964. One of the purposes of the present census will be to up-date the information obtained in 1964.

The scope of the 1967 census is intended to be more comprehensive. The basic information required is a record of the aerodromes of departure and destination, take-off and landing times, cruising level, and type of activity. In addition, pilots of aircraft which are airborne at specific times are asked to provide information on height and position. For military aircraft and those civil aircraft flying in controlled airspace and in radio contact with the Air Traffic Control Services the majority of the information for the census will be obtained from official records. However, information on aircraft not in those categories is not available from official sources and can only be obtained with the co-operation of aircraft owners and pilots. A set of seven census cards, one for each day's activity, has been sent to the owner of every British aircraft with a request that the appropriate cards be completed if his aircraft flies during the census period.

Provided a sufficient response is forthcoming, the data from the census will be most valuable in planning the best use of the airspace over this country. Arrangements will be made for the overall results to be available to any person or organization wishing to see them.

Information on the 1967 Census was contained in Aeronautical Information Circular 52/1967 of June 19.

Charter flights

THE BOARD OF TRADE have given exceptional, experimental and limited permission for a series of 13, weekly, charter flights from July to September by a United States non-scheduled operator, to carry between certain United States points and Gatwick Airport, London, inclusive tour groups on visits to Europe from the United States.

Future policy regarding such flights is under consideration, nationally and internationally, and has been the subject of consultation between the European administrations concerned, and an approach on their behalf by the European Civil Aviation Conference to the United States Civil Aeronautics Board. It is expected that a reply leading to further consultations and towards the definition of future policy, in the first place for the year 1968, should have been received before the completion of the series of flights authorized. To give time for this, no further applications for similar flights this year will be entertained unless submitted not less than 90 days before the proposed date of flight.

The permission that has been given does not in any way imply that permission would be available for further flights of this kind in 1967, or in subsequent years. The decision to permit this isolated experiment has been taken consistently with the discussions among the European administrations. It has regard also to the willingness of the European administrations concerned to permit the corresponding flights to carry the tour parties between London, Paris and Rome, and to the fact that one British operator at present holds permission for 1967 from the United Kingdom and United States authorities for 14 originating inclusive tour charter flights in 1967.

It is intended that, in any policy to be adopted regarding inclusive tour charter flights from and to the United States, full consideration should be given to the interests of the British airlines, and to securing the fullest practical reciprocity between United States and British carriers, including United Kingdom scheduled airlines' access on equal terms to any activity that may be permitted.

Special review of aviation safety—independent advisers

REPLYING TO A Parliamentary question on July 10, Mr. Douglas Jay, President of the Board of Trade, said that Sir Frederick Brundrett and Captain Frank Taylor had accepted his invitation to assist in the special review of aviation safety practices and are already taking part.

Note:

Sir Frederick Brundrett was Scientific Adviser to the Ministry of Defence at the time of his retirement in 1959, and chairman of the Defence Research Policy Committee. He has also been Honorary Scientific Adviser to the Ministry of Transport and Civil Aviation, chairman of the Civil Aviation Radio Advisory Committee. He is a Civil Service Commissioner, independent chairman of the Air Traffic Control Board, and chairman of the Naval Aeronautical Research Committee of the Aeronautical Research Council.

Captain F. Taylor served in Pathfinders during the war. He joined British South American Airways after the war and remained with them until they merged with BOAC. He flew Argonauts, Britannias and Boeing 707s in BOAC until he retired at the end of last year.

In answer to a Parliamentary question on June 28, Mr. Jay said he had decided, with the ready concurrence of those concerned, to ask two independent advisers to assist the statutory authorities in conducting the review and in drawing up their conclusions.

London/Tees-side service appeal

THE BOARD OF TRADE have dismissed an appeal by British Eagle International Airlines Limited against the grant by the Air Transport Licensing Board to Autair International Airlines Limited of a licence for an air service on the route Luton or London/Tees-side and the refusal by the Licensing Board of Eagle's application for a service between London and Tees-side.

The Commissioner who heard the appeal, Sir John Evans, recommended that the appeal should be allowed because of the need and demand for a service between Tees-side and Heathrow so as to provide an interlining facility to other destinations. The Board of Trade have accepted the importance to the Tees-side community of this facility. They did not, however, consider that the evidence about the difficulties of Autair International Airlines Limited in obtaining access to Heathrow at convenient times was conclusive.

Accordingly, while dismissing the appeal by Eagle, the Board of Trade have at the same time varied Autair's licence to make provision for the operation no later than October 1 of a service into and out of Heathrow morning and evening at times which will be convenient to the business community.

Copies of the Commissioner's Report to the Board of Trade and of the Board's Order are available on request from the Board of Trade (Branch AGP2), Shell Mex House, Strand, London, W.C.2.

Examination of M N Masters and Mates revised regulations

A REVISED EDITION of the Regulations for the examination of Masters and Mates in the Merchant Navy (formerly Extn. 1) has been issued by the Board of Trade and is now on sale through HMSO, price 6s. or 6s. 5d. by post. The regulations set out the qualifications required of candidates for Certificates of Competency as Master or Mate, and also contain syllabuses and time-tables for the examinations.

The new edition, which has been re-designed, incorporates some additions and amendments to the regulations as published in 1964. Amongst these are:

(1) inclusion of the requirement for applicants for a Certificate of Service as Master to be in possession of an Ocean Navigating Certificate in respect of watchkeeping service in the Royal Navy,

(2) the parts of the regulations relating to sight tests now include the increased period of validity of pass certificates, raised to six months in 1965,

(3) details are given of the remissions of sea service and exemption from examinations which may be granted to holders of the Ordinary National Diploma in Nautical Science,

(4) the list of centres at which sight tests are held, includes Poplar where, by special arrangement, new entrants are tested,

(5) an up-to-date list of training ships and nautical training colleges approved by the Board of Trade.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

MONDAY, JULY 3

BOAC's Transatlantic traffic

In the House of Lords, Lord Walston, Parliamentary Secretary, Board of Trade, was asked what share of the growth in passenger traffic across the North Atlantic had BOAC obtained over the last three years.

He replied that in the years 1964 to 1966 BOAC's percentage share of the total passenger traffic carried on scheduled air services between Europe and North America was 12·0 per cent, 12·6 per cent and 12·3 per cent respectively. During these three years the average annual growth of BOAC's scheduled passenger traffic on these routes had been 20·3 per cent compared with an average annual growth of total traffic of 20·1 per cent.

TUESDAY, JULY 4

United States control of firms

The President was asked if he would state how many firms in the United Kingdom were owned or controlled from the United States; and how many of them were engaged in the engineering industry, and including the machine tool, automobile, electronics, computer and chemical industries.

Mr. Douglas Jay replied 'about 1,600 companies, of which rather more than half were in the chemicals, engineering, and allied industries.'

Light dues

Asked if he would urgently consider waiving payment of light dues, amounting to £2,140, on the owners of the liner 'Eugenio C' when she calls at South Queensferry on July 7, in view of the threat of the owners not to call at a Scottish port, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replied: 'No.

'These light dues are payable under the provisions of the Merchant Shipping (Mercantile Marine Fund) Act 1898 as amended, and I have no powers to waive payment. However, I am at present urgently considering with other interested parties a suggestion for a reduction in the scale of the light dues in the case of ships which call there for the sole purpose of disembarking and re-embarking transit passengers. Before such an alteration could be effected it would be necessary for an Order in Council to be made under Section 5 of the Act.'

Sonic bang tests

In answer to a written question the following statement on sonic bang tests was made by the Minister of State, Ministry of Technology, Mr. John Stonehouse:

'Before undertaking any major programme of sonic bang tests it would be desirable to have a relatively small preliminary exercise. It has been decided that during the month of July Lightning aircraft from the Ministry of Technology's Aeroplane and Armament Establishment at Boscombe Down should be permitted to fly supersonically over various parts of Southern England in such a way as to create sonic bangs at intensities known from previous experience to be well below those likely to cause damage.

'The flights will be confined to the hours of daytime, and will be monitored by technicians from the Royal Aircraft Establishment, Farnborough.'

Import duties on wool textiles

A member asked what reductions of import duties on the various classes of wool textiles exported from the United Kingdom to member countries of the Common Market were embodied in the General Agreement on Tariffs and Trade agreement signed on June 30.

Mr. Jay replied: 'The duty in the Common External Tariff on knitted wool fabrics will be reduced from 16 per cent to 13 per cent. There will also be reductions of varying amounts on certain garments of wool. The first instalment of these tariff reductions is due to take place on July 1, 1968.'

On the same subject the President was also asked what reductions of import duty by the United States on the various classes of wool textiles exported to the United States from the United Kingdom, were embodied in the General Agreement on Tariffs and Trade agreement signed by Her Majesty's Government on June 30.

Mr. Jay replied: 'Because of the complicated structure of the United States tariff, a complete list would be lengthy. The wool textile items of which British exports to the United States in 1964 exceeded $10,000 on which reductions will be made are:

U.S. Tariff No.		Old Rate	Agreement Rate
306.11 306.13	Certain uncombed coarse wools	Various	Reductions of 50%
307.02-18	Wool wastes	Various	Reductions of 50%
336.15	Certain hand-woven wool fabrics with a loom width of less than 30 in.	37·5c per lb. +25%	37·5c per lb. +12·5%
336.40	Certain woven wool fabrics weighing not over 4 ozs. per sq. yd. with warp wholly of vegetable fibre	30c per lb. +38%	30c per lb. +19%
347.40	Narrow fabrics of wool	37·5c per lb. +20%	37·5c per lb. +10%
355.16	Wool felts and articles of wool felt valued over $1·50 per lb.	30c per lb. +20%	30c per lb. +10%
357.15	Woven wool tapestry and upholstery fabrics valued over $2 per lb.	37·5c per lb. +14%	37·5c per lb. +7%

Reductions will also be made on certain garments of wool. The first instalment of these changes is due to be made on January 1, 1968.'

WEDNESDAY, JULY 5

Export of animals for vivisection

Asked to take steps to make regulations to cover the crating and conditions of travel governing the export of animals for vivisection, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said: 'I am concerned to ensure that all carriage of animals by sea or air is performed under proper conditions whatever the purpose for which they are being carried. My Department will therefore be ready to co-operate with the Ministry of Agriculture, Fisheries and Food in any action needed to implement the Council of Europe's Convention on the International Transit of Animals if and when that is ratified by the United Kingdom. In the case of carriage by air, I am, as I indicated in my reply to the hon. Member for Hampstead on May 2, 1967, awaiting the findings of a special study by the International Air Transport Association.'

New factories in Aberdeen

In reply to a request for information about the siting and scope of the work of new factories in Aberdeen, and for details of the employment they will provide, Mr. George Darling, Minister of State, Board of Trade, said that since January 1, 1966, 14 industrial development certificates had been issued for new factories and extensions in the Aberdeen Ministry of Labour Local Office area for a range of industry including electrical engineering, food processing, and metal manufacture. The developers estimated that 200 workers, 150 of them men, would be required, to which would be added employment in the two Board of Trade advance factories for which tenants were actively being sought.

Washing machines and refrigerators; hire purchase agreements

The President was asked what plans he had to relax the present conditions for hire purchase agreements covering washing machines and refrigerators, and if he would make a statement. Mr. George Darling replied that the President had no such plans at present.

Air traffic problems in the London terminal area

Asked whether the Aviation Operational Research Branch had carried their studies of traffic problems in the London terminal area to a point where they were able to make any submission before the decision on the third London airport was taken, Mr. Mallalieu replied that operational research into air traffic problems in the London terminal area, and the communication of the results, which were carefully considered, was a continuing process.

Anti-dumping legislation orders

Asked how many orders had been made since 1964 under the anti-dumping legislation as it affected agriculture and foodstuffs, and if he would list the orders, Mr. Douglas Jay, President of the Board of Trade, replied that there had been none. Nine applications affecting such articles had been dealt with since January 1, 1964. In three cases, satisfactory settlements had been reached with the supplying countries concerned: the other six had been rejected because they had failed to meet the criteria laid down in the Act.

Industrial enterprises in Scotland

The President was asked to give the average length of time that elapsed between the receipt of an inquiry from an industrial enterprise wishing to come to Scotland and the actual commencement of the jobs provided by such an undertaking. Mr. Darling replied that the length of time varied widely. When special buildings were required it might be two years or more. When an advance factory or other existing premises met a firm's requirements, the time might be only a few months.

BEA passenger aircraft

Asked if the Government could make any further statement on the decision to order new passenger aircraft for BEA, Lord Walston, Parliamentary Secretary, Board of Trade, replied that since the debate in the Lords on May 9 both BEA and the Board of Trade had carried their economic studies further. There were major financial and practical problems, and it was necessary to have regard to the proposed European airbus, which itself was the subject of a meeting later that month between British, French and German Ministers. Lord Walston was very conscious of the difficulties facing BEA and hoped that it would soon be possible to reach a decision.

Air freight traffic

Annual rates of growth over the last three years of air freight traffic, including the weight of vehicles on Vehicle Ferry Services, at the principal British airports other than the London airports, were provided by Mr. Mallalieu in the following table in answer to a request for this information.

Airport	Percentage Growth		
	1964	1965	1966
Belfast (Aldergrove)	+29·4	+41·8	+125·3
Birmingham	+15·3	+18·5	+ 49·4
Edinburgh (Turnhouse)	+16·9	+ 2·3	+ 42·0
Glasgow (Abbotsinch)	+32·1	+27·7	+ 42·5
I.O.M. (Ronaldsway)	+13·3	+14·4	+ 73·9
Liverpool	+19·5	+ 7·1	+ 94·0
Lydd	— 0·9	—31·0	+ 7·5
Manchester	+12·2	+29·2	+ 45·1
Prestwick	+43·8	+52·8	+ 39·2
Southend	+ 5·2	— 6·1	+ 3·1

Asked also to give the anticipated growth rate for each of the next three years Mr. Mallalieu said that forecasts of the growth of air freight traffic were not available for indivdual airports, but total freight traffic at all British airports was likely to grow at an average rate of about 20 per cent annually in the next few years.

Scotland (Industry and Employment)

The President spoke during the debate on Scotland (Industry and Employment).

Anglo-French variable geometry aircraft

Mr. Denis Healey, Secretary of State for Defence, announced in the House of Commons on July 5, that the French Government had informed HM Government that they had decided that for budgetary reasons they must withdraw from the Anglo-French Variable Geometry aircraft.

THURSDAY, JULY 6

The Middle East

The debate on the Middle East is reported in *Hansard* (Col. 2003).

Tavistock employment area

Asked if, in view of the similarity between the local industries and regional employment problems of the Tavistock area with those of Cornwall and North Devon, he would declare the Tavistock employment area a development area, Mr. Douglas Jay, President of the Board of Trade, replied that he did not consider the circumstances of this area justified its designation as a development area.

FRIDAY, JULY 7

Air operators certificate

The President was asked how many infringements of the conditions of issue of the air operators certificate had occurred since the inception of the system; and what steps had been taken to deal with them.

Mr. J. P. W. Mallalieu replied that the information requested in the first part of the Question was not readily available. In cases where the Director of Aviation Safety had not been satisfied with the conduct or performance of operators or where the conditions of issue of the Air Operators Certificate had not been observed, he had generally been able to secure that the shortcomings had been corrected. When he had not been satisfied as to the competence of the operator he had suspended the certificate in accordance with the prescribed procedure.

On the same subject the same member asked how many air operators certificates had been issued to date; and how many were still in force.

Mr. Mallalieu replied that 97 operators had granted air operators certificates; 40 certificates were still in force.

Airline operations

A Member asked how many inspectors were employed by the Department of Flight Safety to supervise the day to day operations of British airlines.

Mr. Mallalieu replied: 'At the present time there are 23 Flight Operations Inspectors employed on the supervision of British airlines. Three additional Inspectors are undergoing training.'

MONDAY, JULY 10

GATT White Paper

Mr. Douglas Jay, President of the Board of Trade, said that the White Paper on the Kennedy Round of GATT was published on July 11 and would be on sale to the public from HMSO at the same time. (See extracts on pages 75-78 of this issue.)

Airline cabin staff

Asked if he would initiate an investigation into the conditions of employment of cabin staff on all airlines, and in particular into the hours worked on continuous duty, Mr. Douglas Jay said: 'I do not intend to conduct a specific investigation into the conditions of employment of airline cabin staff, but in the interests of air safety am considering suitable means for controlling the duty and rest hours for such crew members'.

Airport passenger survey

A Member asked if he would publish in the Official Report tables showing the percentage of the total number of passengers passing through London Heathrow Airport whose journeys started and ended, respectively, in each region of the United Kingdom.

Mr. J. P. W. Mallalieu replied that information in the precise form requested was not readily available. Information on the origin and destination of international passengers passing through Heathrow and Gatwick airports was collected by the Government Social Survey in the summer of 1965. A copy of the report of this survey was already in the library of the House.

A survey was made at Heathrow Airport on behalf of the British Airports Authority and the Greater London Council during 1966 of the origins of all departing air passengers. The report of the survey was published on July 10 and a copy would be placed in the library of the House.

Estate agents

The President was asked whether he would make a statement on the progress made by the council under the chairmanship of Sir Ronald German on the practices of estate agents; and what advice he had offered to the committee.

Mr. Jay replied that he understood that the 10 principal societies representing estate agents, who were setting up the council, hope that it will begin work in the autumn.

Prices and Incomes debate

The debate on the Prices and Incomes Bill opened on July 10.

TUESDAY, JULY 11

Government purchases of textiles

The President was asked what arrangements he had been able to make to advance Government purchases of cotton textiles. Mr. Jay replied: 'I am glad to say that the Minister of Defence will be bringing forward a number of contracts likely to be of interest to the Lancashire cotton industry. The value of these is expected to be between £300,000 and £500,000.'

The Hymatic Engineering Company's agents for air compressors in Denmark and West Germany were among those who attended a two-day sales conference held by the company's Hydrovane Compressor Division on June 29 and 30. Seen here discussing Hydrovane Compressor manufacture at Hymatic's Redditch, Worcs, factory are, left to right, Mr. Alan Bramley, Hydrovane marketing and overseas sales manager; Mr. Kurt Ehrisman, manager, Drumag GmbH, West Germany; and Mr. Jorgen Raskov, sales manager, Alfred V. Nielsen, Denmark. Overseas sales of Hydrovane Compressors have risen by 25 per cent in the first six months of this year.

New Books

Open Doors in EFTA. Report on a Conference Organized by BNEC Export Council for Europe to Study Opportunities for Increasing Trade Following the Achievements of the European Free Trade Area. British National Export Council Export Council for Europe. (31 pages. Available free from the BNEC, 6-14 Dean Farrar Street, London, S.W.1). The aim of this two-day conference, attended by some 130 senior businessmen was to examine the opportunities for the expansion of British exports and the development of reciprocal trading within the European Free Trade Association, which became the world's first free trade area on January 1, 1967. EFTA is now the world's largest trading group with total imports and exports (per capita) higher than those of either the United States or the European Economic Community. Intra-EFTA trade has also increased, although the conference delegates considered that Britain's existing share of this trade (30 per cent) was not as large as it ought to be. British exports to EFTA countries, though they had risen substantially, now represent 14 per cent of Britain's total exports, as against 19 per cent for the Common Market. The conference was divided into 35 sessions organized under five different product groups served by teams from the seven EFTA countries. The product groups, chosen for their suitability to the EFTA markets were mechanical engineering, electrical engineering, hospital and scientific equipment, consumer durables and soft consumer goods. A digest of each Group Chairman's summary is given in the report. The groups discussed the specific opportunities in each of the EFTA countries for their particular products, making many valuable comments and suggestions on delivery dates, representation, sales literature and other similar topics for British businessmen interested in exporting to EFTA. The Conference also examined the wider implications of the ending of tariffs and other recommendations on such subjects as standardization, transport, postal services and trade fairs; and generally agreed that the ultimate objective must be to create within EFTA a truly domestic market.

Birmingham Chamber of Commerce and Industry Trade Mission to East and Central Africa January 23-February 24 1967, Report. (20 pages. Available free from Birmingham Chamber of Commerce and Industry, PO Box 360, 75 Harbourne Road, Birmingham 15). The main objectives of this mission were to enable individual members to promote their own business, and to make the trading conditions of the countries visited better known and understood. 20 members representing a wide range of industry in both capital and consumer goods took part in the mission, which visited five countries – Uganda, Kenya, Tanzania, Malawi and Zambia. The results of the mission were an estimated increase in business over the next 12 months of at least £1 million, and an opportunity for members to obtain knowledge and experience of the countries and their people and thus adapt their sales policies, and in some cases the type and design of their products to suit local needs in these markets. The report contains general observations on the five countries, a list of the features on which the Governments of the countries visited are concentrating in their development plans and the products for which there is an immediate and future market. There are general conclusions on the mission, and notes on East Africa as a whole, and Uganda, Kenya, Tanzania, Malawi and Zambia individually. Some brief statistical information on imports and exports is given.

Report on the Ivory Coast Economy and Opportunities for British Exports in the Market. March 1967. British National Export Council Africa. (32 pages. Available free from the BNEC, 6-14 Dean Farrar Street, London, S.W.1). The work of the BNEC Africa Committee has, until recently, largely been concerned with improving British exports to former British territories in Africa. The operational area of the Committee however includes many former French possessions. It was therefore decided that a close look should be taken at these, and particularly at one of the most prosperous countries of the group, the Ivory Coast Republic. Although it still retains close political and commercial links with France, the Ivory Coast offers some opportunities for British firms and a number of successes have been achieved. For instance, the equipment producing the Ivory Coast Government newspaper is entirely British. The report states that though there seems little scope for consumer goods, there are certain specific opportunities in capital goods, particularly tropical agricultural equipment, food processing plant, and transport equipment. The largest part of the report consists of appendices which give details of government personnel and officers, visits and contacts made by members of the BNEC Africa Committee. Information on private investments, external trade and British trade with the Ivory Coast is also provided.

Ghana: A Current Report. British National Export Council Africa and the Federation of Commonwealth Chambers of Commerce. (25 pages. Available free from the BNEC, 6-14 Dean Farrar Street, London, S.W.1, or the United Kingdom Committee of the Federation of Commonwealth Chambers of Commerce, 75 Cannon Street, London, E.C.4). The basic objective of this mission, which visited Ghana in April 1967, was to investigate the opportunities for British trade having regard to Ghana's present circumstances, export position, import requirements and priorities and needs for industrial and agricultural development. The mission's aim was therefore two-fold: to assess the potential market for British exports; and to see in what way British business could help to improve Ghana's economic position and thereby her capacity to finance a greater quantity of imports. It is stressed in the report that although Ghana's economic problems are formidable, efforts are being made to fulfil all her undertakings and to meet her liabilities. The present government is encouraging the participation of private enterprise in the economy, and the report lists state enterprises created under the previous regime now offered for outright or partial sale to private industry. The report emphasises that agriculture is the key to almost all of Ghana's future development whether for food production, as the basis for her industrial economy, or in earning foreign exchange to finance imports. The previous government imported much machinery for large-scale agricultural enterprises, but in the future there is likely to be a demand for small-scale equipment such as hand tools, animal ploughs, small irrigation pumps and tractor-trailers. Good prospects exist for British exporters in these fields because Ghana is still very much orientated towards Britain. Information about investment incentives, credit, and import licence procedures is given, together with details of current foreign aid to Ghana. A breakdown of Ghana/Great Britain trade figures by categories and a list of persons met and visits made is also included.

Trade Expansion and Economic Co-operation among Developing Countries. Report of a Committee of Experts to the United Nations Conference on Trade and Development. (48 pages. 5s. 6d., by post 5s. 11d., from HMSO and Government bookshops). The Committee acknowledge that trade between developing countries is part of the wider problem of promoting the trade of developing countries with all parts of the world, and the expansion of trade is a means of stimulating economic development as a whole; but vigorous trade between developing countries, if systematically exploited, would decisively strengthen the economies of the participating countries. The Committee recommend greater liberalization of trade between developing countries, greater division of labour by co-ordinating investment and production programmes, and integrating national markets on a regional basis. The second session of UNCTAD is to be held later this year, and this will provide an opportunity for developing countries to give their views on the Committee's suggestions and which of their several proposals they would like to see adopted.

Pre-investment News. United Nations Development Programme. (Available free from the Press Office, United Nations Information Centre, 14/15 Stratford Place, London, W.1). This new monthly publication (the first issue appeared in January 1967) gives information on numerous investment programmes and developments sponsored by the United Nations and other agencies in less-developed countries throughout the world. Articles on UNDP help for tourist industries, the new 'follow-up' investments for the Near East and Central America and agricultural progress in the Jebel Marra area of Western Sudan have appeared in recent issues. Notes on UNDP field activities in many countries are a regular feature. British firms will probably find some valuable advance information in this publication on a variety of interesting projects.

Exports by Mail. General Post Office. (16 pages. Available free from GPO Headquarters, St. Martin's-le-Grand, London, E.C.1). This booklet, which was previously issued in 1961, outlines the postal services that are of special interest to exporters, including the small packets, air parcel, cash on delivery, express and printed paper services, and deals with insurance and customs charges and some postage rates. There are sections on export documents and customs formalities, sending samples by air, air transmission lines, and services that can supplement the mails – advance documentation for air mail parcels, telex, phototelegrams for showing goods to buyers overseas, and the Datel services providing for data transmission.

The Process of Industrial Development in Latin America, by the United Nations Economic Commission for Latin America. (277 pages. 30s., by post 31s., from HMSO and Government bookshops). The aim of this study is to give an account of some of the experience with industrialization in Latin America, and to assess this experience in the light of the past evolution of manufacturing in the region and the existing structural features of the sector of the economy. Industrialization has always been regarded by the Commission as one of the basic factors for achieving economic development in their area, and here they explain why. Past experience has, moreover, been projected in an attempt to anticipate some likely problems arising from the future development of industry. Significant industries are considered separately, and different policies that might encourage their development are examined.

Visitors to Britain. Economic Development Committee for Hotels and Catering, National Economic Development Office. (29 pages. 3s. 6d., by post 4s., from HMSO and Government bookshops). This publication is about the accommodation and catering requirements of overseas visitors to Britain. It is the result of a study commissioned from Research Services Limited by the EDC, which was

designed to reveal problem areas where action might be required by the industry, Government and others. The study findings are related to the potential growth in the flow of visitors to Britain and to the work of the EDC. The report consists of an introduction by the British Travel Association (who also supplied the case histories included in the booklet), a chapter on the importance of overseas visitors to hotels and restaurants, the general findings of the report by Research Services Limited, and comments by the Hotel and Catering EDC.

Middle East Steel 1967-69. Industrial Export Surveys. (272 pages. Industrial Export Surveys, Central Africa House, 35 Great Peter Street, London, S.W.1, £10 10s., post free). Steel capacity in the 16 countries covered by this survey is expected to increase considerably over the next five years. The demand will come largely from the building, construction and oil industries and from the public authorities. It is therefore vital that equipment manufacturers, steel companies, stockists, merchants and suppliers of steel making materials should have information available on current developments, and, perhaps even more important, future prospects in the area. This review is the first in a new series of specialist steel publications which should be of value to exporters and provide some documentation for all businessmen concerned with developing regions of the world. The study which covers the growing steel markets throughout the Middle East and North Africa is based on numerous on-the-spot interviews with steel manufacturers, steel importers and government officials, and gives a useful and detailed picture of the expansion that is taking place. Each of the sixteen countries is surveyed separately and information is given on the economic conditions, the market for steel, the market for by-products, steel importers, import statistics, steelmaking materials, steel product and plant requirements. Separate sections for the area as a whole covering steel importers, plant sales, materials importers, a travel guide and a buyer's guide are also included. The data provided is very detailed and in the plant and ancilliary equipment field contains information on personnel, existing and planned steelworks, equipment, capacity and output by product and materials imported. Details are also given of expansion plans, listing type and capacity of plant and ancilliary equipment to be ordered, and probable purchase date. In the products field material is available on consumption, imports, current suppliers and main importers, listing products bought, annual quantities imported and personnel. This important, well produced survey will be of value to all British businessmen interested in the Middle East giving as it does an overall picture of the steel market and guidelines to its future progress.

This report was, of course, written before the recent outbreak of hostilities in the Middle East.

Flow Charts, Logical Trees and Algorithms for Rules and Regulations, B. N. Lewis, I. S. Horabin and C. P. Gane. (28 pages. 4s., by post 4s. 5d., from HMSO and Government bookshops). Issued as *Occasional Paper* number two by the Treasury's Centre for Administrative Studies, this pamphlet sets out to show that complex rules and regulations can, by a change of format, be made intelligible to almost everyone. The authors take several examples of official rules and regulations, such as a section of the capital gains tax guidance rules, how to use a telephone for a local call instruction, fault finding in an electric typewriter, etc., and demonstrate with the use of flow charts and algorithms how a user can readily identify his own particular situation and the action he needs to take to solve his problem. Algorithms are simple to use and depend on a yes/no response to a series of questions, the answer determining the next step to be followed on the chart. They deal with the 'how' of problem solving but not the 'why'. If an algorithm is complete, i.e. covers all contingencies, there is no practical need to understand why it works. In many cases this is all that is required, but ancilliary narrative showing why it is foolproof can be given where an 'understanding' is necessary. There is a great deal of scope for the application of this type of approach in many sectors of commercial and industrial activity, and this pamphlet serves as a useful introduction.

The Federation of Commonwealth Chambers of Commerce Directory. (59 pages. The Federation of Commonwealth Chambers of Commerce, 69 Cannon Street, London, E.C.4. 10s., post free). Chambers of Commerce are listed in alphabetical order by country or area, except in the case of national or regional organizations, which are shown at the head of their respective lists. The directory covers all members of the Federation together with other important trade associations.

'Chemical Age' Survey: Overseas Projects, (and) Achema 1967. (44 pages. Supplement to *Chemical Age* for June 10, 1967, available from Bouverie House, 154 Fleet Street, London, E.C.4. 2s. 6d.). This annual survey analyses the complete chemical plant projects completed in the past 12 months and still in hand by British-based contractors. It shows a decline both in the number of projects listed and in their value. There have been substantial falls in the value of overseas projects for the petroleum and plastics industries, but big increases in fertilizer plant contracts which top the list of projects in hand at mid-1967. Western Europe remains the most important customer area and is dominated by United States owned firms; the USSR, with United Kingdom owned firms predominant, remains the most important customer for contracting services. These are the bare results of the survey and the analyses give a little more detail. There is also a list arranged by contractor showing what contracts they have overseas. The survey also gives brief descriptions of some of the exhibits at Achema 1967: the 15th chemical engineering exhibition congress, which was held at Frankfurt-on-Main from June 21 to June 29.

International Zinc and Galvanizing Directory. A *Metal Bulletin* special issue: June 1967. (98 pages. Metal Bulletin Ltd., 46 Wigmore Street, London, W.1. 30s., post free). This publication is a guide to the basic zinc producing, transforming and recovering industry throughout the world. It lists comprehensively mines, smelters, die casting alloy ingot makers, mills, continuous galvanizing lines and galvanizers. Under each heading companies are arranged by continent and then by country. Some relevant information on the activities, location, connections with other companies, capacity and plant is given for each firm. The directory also includes a useful review of the world zinc industry by Mr. R. Lewis Stubbs, Director General of the Zinc Development Association.

Croner's Road Transport Operation, compiled by B. A. Thompson and edited by R. K. Bridges. (374 pages in loose-leaf binder. £7, post free, including the first year's amendments, from Croner Publications Ltd., 46-50 Coombe Road, New Malden, Surrey). This volume is designed for the use of operators of goods vehicles, exporters, importers, forwarding agents and others who wish to use the various services or utilize their own transport for the despatch of goods in this country and between Great Britain and the Continent. Part I covers goods vehicle operation in the United Kingdom and includes summaries of the relevant parts of various Acts of Parliament and sections on carriers' licences, vehicles selection and maintenance, testing and inspection, lighting, excise licences, insurance, driving licences, drivers' hours, wages and use of vehicles. A list of rules, orders and regulations made under the Acts is included. Part II deals with goods vehicle operation on the Continent, including the CMR consignment note (the contract for the international carriage of goods by road), carnets, maximum weights and dimensions tables, fuel costs abroad, currency tables, distance tables and sheets for 22 countries giving local requirements such as restrictions on movements on public holidays, speed limits, authorizations required and customs formalities. Part III – Services contains lists of inland clearance depots, container and unit load operators, lift-on/lift-off shipping and ferry services, drive-on/drive-off ferry services and international road hauliers, together with a section on containers. There is a comprehensive index.

Overseas Press Correspondents in London. How they and industry can help each other. A guide to the principal overseas press agencies, newspapers, journals and broadcasting services represented in Great Britain, together with the names, addresses and telephone numbers of their correspondents. Prepared by the Board of Trade and the Central Office of Information. (20 pages. Available free from the Board of Trade Information Division, United Kingdom Publicity Section, 1 Victoria Street, London, S.W.1). This is the fifth edition of a booklet which details how trade associations and firms can call upon the facilities available through the London correspondents of overseas newspapers, magazines and broadcasting stations. These facilities include the dissemination of information which is of interest to their readers and listeners and is also of export value to British industry. Suggestions are made on how such overseas publicity may be achieved, and a list of the names and addresses of a large number of overseas press correspondents in London is given.

Deutsch-Englisches Glossarium Finanzieller und Wirtschaftlicher Fachausdrücke, by C. A. Gunston and C. M. Corner. (1122 pages. Fritz Knapp Verlag, Frankfurt/Main – available from Patria Translations Ltd., West Bexington, Dorchester, Dorset. £5). This is the fifth edition of a standard work which attempts to cover the difficulties which occur in translating from German economic and financial publications into English. Long-known as a valuable work for translators, this edition reprints the body of the text from the fourth edition, with a supplement of additional material of 160 pages.

Other publications

ANNUAL BULLETIN OF HOUSING AND BUILDING STATISTICS FOR EUROPE 1965. Economic Commission for Europe. 136 pages. United Nations. 19s., by post 19s. 10d., from HMSO and Government bookshops.

BRITISH WOOL TEXTILE EXPORTS 1966-67. Annual Report of the Export Group, National Wool Textile Executive, and the National Wool Textile Export Corporation. 55 pages. Available free from the National Wool Textile Export Corporation, Commerce House, Cheapside, Bradford 1.

ECONOMIC SURVEYS BY THE OECD. The following *Economic Surveys* have been published recently. AUSTRIA, May 1967. 33 pages. FRANCE, May 1967. 44 pages. GREECE, April 1967. 52 pages. Each *Survey* costs 5s., by post 5s. 5d., from HMSO and Government bookshops.

LANCASHIRE TEXTILE INDUSTRY INCORPORATING THE COTTON SPINNERS AND MANUFACTURERS' DIRECTORY FOR LANCASHIRE 1967. 82nd Edition. 408 pages. John Worral Publishers, St. Alphage House, Fore Street, London, E.C.2. 30s., by post 33s. 6d.

NIGERIA. Annual Economic Review. June 1967. The Standard Bank Group. 8 pages. Economic Department, The Standard Bank and Standard Bank of West Africa, 10 Clements Lane, Lombard Street, London, E.C.4.

WORLD TOBACCO DIRECTORY 1966-67. 19th Edition. 294 pages. Trade Publications Ltd., John Adam House, 17-19 John Adam Street, London, W.C.2. £5 10s.

Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
July 18 –	**Machine tools, industrial equipment, textiles and miscellaneous stores.**	**Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. Tel. 053-2-20898).**

Milling machines; grinding machines; pneumatic hammer; drilling machines; presses; welding plant; charging sets; generator sets; fork lift trucks; electric and diesel trucks and tractors; pumps; conveyors; heat treatment furnaces; baling machines; air compressors; Yale lift trucks; weighing machines; Lancia Coventry-Victor and Seagull outboard motors; electric cable; lead acid batteries; lifting equipment; teleprinters; electrical, signal and wireless equipment and spares; electric drills; M.T. spares and equipment; Ball bearings; paint; hand tools; rectifier sets; film projectors; compasses; binoculars; fire fighting equipment including gunmetal and light alloy, stand pipes; branch pipes; collecting heads adaptors; suction strainers; suction and delivery hose; spades; fire bells, etc.; textiles including inner and outer tent sections; canvas; carpets; curtains; chair covers; blankets; mattresses; ground sheets; kit bags; clothing including great-coats; battle dress; denims; raincoats; shirts; pyjamas; jerseys; leather jerkins; boots, etc.; furniture including chairs; tables; wardrobes; dressing chests; lockers and numerous other effects.

July 25-27 –	**Motor vehicles, road making and heavy duty equipment.**	**Ordnance Storage and Disposal Depot, Ruddington, Notts. and Command Vehicle Park, Long Kesh, Northern Ireland.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).**

Morris 'Minors', Mini 'Minors' and Oxford saloons; Ford 'Consuls,' 'Popular,' 'Zephyr' and 'Escort' saloons; Standard 'Ensign' and 'Vanguard' saloons and estate cars; Land Rovers; Humber 'Hawk' saloons; Morris commercial utility vans; Bedford 'Utilecons'; Hillman 'Huskys'; Thames vans; Bedford Karrier and Thames coaches; Triumph, BSA and Matchless motor cycles; Bedford workshop and signals vans; Austin vans and trucks; Scammell breakdown trucks (diesel) with 2½-ton crane; AEC 'Matadors'; Diamond 'T' heavy duty tractors with winch, 20-tons; four-wheeled office and radar trailers; Scammell 'Scarab' mechanical horses; Morris commercial office vans; Bedford trucks; Humber 1-ton armoured cars; Thornycroft tractors fitted fifth wheel coupling; Leyland 'Hippo' trucks (diesel) 10-tons; Albion 3-way hydraulic tippers; Daimler scout cars; International half-trucks with winch; two-wheeled Rubery Owen cabin trailers, 10-tons; mobile cranes; hydraulic loading shovels; Le Tourneau rooters; Caterpillar hydraulic angledozers; Ruston Bucyrus 10RB crane conversion sets; Austin 'Champ' engines; refuellers; mobile tankers; Ford/Sulzer, Bedford/Sulzer, Bedford/Tangye and Austin/Sulzer self-propelled fire pumps.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALE OF GOVERNMENT SURPLUS STORES IN ADEN

Government surplus vehicles and general stores are available for disposal from Ministry of Defence Establishments in Aden.

Sales are normally by tender but, in suitable cases, sales by private treaty will be considered. Collection and shipping arrangements will be the responsibility of the purchasers. Firms wishing to obtain further information should write to the Senior Equipment Staff Officer AFME, British Forces Post Office 69, stating the type of stores, etc., in which they are interested.

Note: The note advertised under Ministry of Public Buildings and Works in the issues of June 23 and June 30, 1967, concerning the cancellation of a sale on July 18 refers only to the Ministry of Public Building and Works and not to the Ministry of Defence. Ministry of Defence sales are still to be held on July 18 at Northern Command Ordnance Sub Depot, Barlow.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

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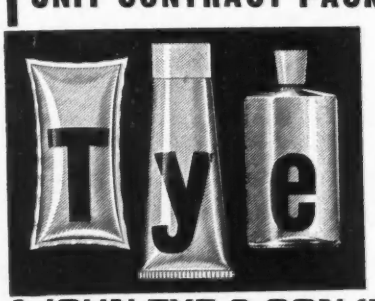

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Tel: Nottingham 54272 (10 lines)

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

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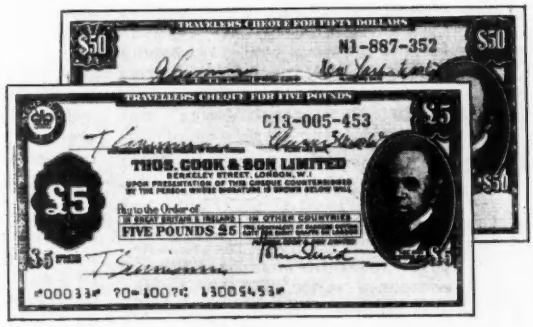

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1967 annual report

*The following is an extract from the Review of the Chairman, **Mr. John H. Lord, C.A., F.I.R.I.**, which has been circulated with the Report and Accounts for the year ended March 31st 1967:—*

THE 1966/67 RESULTS AND FINANCIAL POSITION

In the first six months of the year the volume of work done was maintained at the high level attained in the previous year. The Government's economic measures of July 1966 however caused a serious cutting back of the capital schemes of the main industries we serve, thus reducing the volume of work available in the United Kingdom. During this latter period, also, overseas competitors offered vessels and heat exchangers at very low prices and, despite tariff and freight charges, there were considerable imports of these items. As a result of these conditions the work load on short term orders was much reduced in the latter half of the company's financial year. The order intake was also lower and our order book, with which the year started at a record level, was materially reduced by the close of the year.

The Profit for the year, after all deductions except taxation, was £903,223 compared with £947,021 for the previous year and, having regard to the special difficulties indicated above, your Board considers this result was not unsatisfactory.

The Accounts show a slight increase in trading surplus for the year of £39,000 at £1,325,587 but the charge for depreciation increased by £83,000 to £422,364. Total taxation absorbs £399,084 compared with £352,740 in the previous year. The final Group Net Profit available for appropriation is, therefore, £510,145 compared with £594,281.

Your Board propose a Final Dividend on the Ordinary Share Capital of 15% which with the Interim Dividend paid of 7½% makes the total rate for the year of 22½%, the same as last year.

DIVISIONS AND SUBSIDIARY COMPANIES

Heavy Equipment

The order intake for this major division of the Group fell away in the latter part of the year. The rate has improved in the last month or two, but in the United Kingdom we require a still greater improvement, particularly if we are to regain the record situation prevailing in 1965/66.

Erection

The work load in this division reached a peak both for number of men and number of sites. For a time, towards the close of the year under review, it looked as though the site work load would seriously decline but the more recent orders position ensures a reasonably high level of work in the coming year.

Project Engineering

This division has been fully loaded, particularly for Gas Reforming Plants. With the advent of Natural Gas the nature of the installations required by the various Gas Boards will change and this division is charged with the need to provide and further develop the requirements of our Gas Industry customers in the years ahead. In other processing industries the division has done well and is confident of expanding our activities still further.

Light Products

This continuously expanding division again had a successful year increasing the order intake by 24% over the previous year, which itself was a record year.

Express Tools Ltd., Chessington, Surrey

Enquiries and orders continued at about the same level as for the previous year. Despite the effect on our customers of the Government measures, satisfactory profits were earned.

Whessoe S.A., Calais, France

This subsidiary Company again achieved record results. Order intake, in spite of difficulties in the French market, was over 20% up on last year. Excellent productivity was achieved by the management and personnel and the continued expansion may necessitate further extensions to the plant.

Research & Development

The policy of your Directors in providing highly qualified staff and up-to-date premises and equipment has undoubtedly paid off and the work of this division is, we believe, highly regarded by customers, suppliers and Government Departments.

CHANGES IN THE GROUP

In pursuance of our declared policy of expansion and diversification, contact was made some time ago with the Chairman and Directors of Aiton & Co. Ltd. of Derby, and negotiations for the complete merger have been most amicably carried through with them.

PROSPECTS

We have a good order book, recently showing improvement: we believe our own efforts towards reducing costs, plus a more sensible realisation everywhere that profits are a good thing and necessary, will have some measure of success: and we have a virile management backed by excellent staff and works' personnel. All these should ensure that the coming year's results will be reasonably good and that the long term prospects are very good.

Finally, your Board anticipates that, subject to unforeseen circumstances, the dividend for the coming year will be 22½% on the enlarged Ordinary capital of the Group.

WHESSOE LIMITED · DARLINGTON · CO. DURHAM AND 40 BROADWAY · LONDON S.W.1

WHESSOE

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	154	118	170	185	150	+579	+354	+72	+47
1965	128	132	155	148	126	108	159	130	166	190	156	+340	+217	+19	+43
1966	130	133	162	156	128	109	161	131	162	184	167	+199	+112	+ 3	+ 6
1965															
3rd quarter	128	132	155	150	126	108	157	131	158	190	153	+108	+ 61	+21	+17
4th quarter	129	133	158	151	126	109	161	131	168	189	158	+ 80	+ 35	+13	+14
1966															
1st quarter	131	134	166	155	130	110	160	135	165	181	159	+ 73	+ 53	N/C	+19
2nd quarter	129	134	161	157	129	110	160	127	166	184	166	+ 58	— 11	—15	+26
3rd quarter	130	134	159	156	126	109	163	132	163	183	174	+ 91	+ 84	+20	—15
4th quarter	130	132	161	157	126	109	160	130	154	188	168	— 18	— 13	— 1	—24
1967															
1st quarter		132				109		128	163				+ 3	— 8	+14
1966															
November		131				109									
December		132				109									
1967															
January		132				109									
February		132				109									
March		133				110									
April		132*				109									
May						108									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—395
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—118
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1965													
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 38
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	— 2
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 45
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	—105
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 51
4th quarter	153	104	138·6	+3·8	113·0	133·6	169·8	417	206	24,702	147	164	+142
1967													
1st quarter	150	104*	139·3	+3·6	112·0	133·6	171·4	458	188		164	166	+ 41
2nd quarter					110·0*	133·6*		508	168				
1966													
November	155	107	138·8	+4·0	113·3	133·5	169·8	424	201		137	169	
December	153	105	139·0	+3·7	112·4	133·5	169·8	449	200		157	158	
1967													
January	153	106*	139·2	+3·6	112·5	133·6	170·9	454	191		172	174	
February	151	106*	139·4	+3·7	112·3	133·6	171·3	454	188		163	167	
March	149	104*	139·4	+3·5	111·2	133·6	171·9	467	184		157	156	
April	148*	106*	140·4	+3·0	109·9	133·6	172·1	495	174		174	163	
May			140·3	+2·3	110·1*	133·6*	173·1	505	168		166	162	
June					110·0*	133·6*		524	162				

*Provisional. †Not seasonally adjusted.

WHOLESALE PRICE INDEX NUMBERS

Wholesale prices of materials continue to fall

PRICES OF MATERIALS and fuel used in manufacturing industry fell by 1 per cent in the second quarter compared with the preceding quarter to continue the weakening in prices which began in the second quarter of last year. This fall has been due entirely to a decline of 6 per cent in the index for the non-food sector. The provisional index for the food sector continues to edge up.

Home market selling prices for manufactured products showed little change in the second quarter and have moved only fractionally upwards since prices levelled out in the third quarter of last year. This compares with a rise of over 2½ per cent during the preceding 12 months and the long term rate of increase of about 2 per cent per annum. The marginal increase that has occurred since the third quarter of last year was entirely due to a rise in the food sector of the index. The index for the non-food sector has edged down fractionally.

Materials and fuel used in broad sectors of industry

The provisional index for materials and fuel used in the food manufacturing industries fell back in June by about ½ per cent mainly as a result of lower prices for imported sugar and home produced beet. This brought the average for the second quarter to a level only slightly above that for the first quarter of the year. In the non-food sector there were small increases in June in the index numbers for materials used in the mechanical engineering and electrical machinery industries largely due to increased prices for copper products. Apart from a fall of nearly ½ per cent in the textile index there was little change in other non-food industries. A comparison between the current quarter and the high levels prevailing a year ago shows significant reductions for all industries other than the timber industry. The index numbers for construction materials and house building materials were subject to only minor fluctuations during the second quarter of the year.

Output of broad sectors of industry

A reduction in the price of sugar mainly accounted for the ½ per cent fall in the output prices of the food sector in June compared with the previous month. There was only a marginal increase between the averages for the first and second quarters of the year. In the non-food sector there has been little significant movement in any of the individual sector index numbers since the third quarter of last year, though the index for the textile industries continues to move down.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966			1967		1966			1967					
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	June	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	June
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	112·4	111·1	110·0	109·8	108·7*	112·5	110·1	110·0	110·3	110·1	109·3	108·6	108·9*	108·7*
	Basic materials	107·3	105·8	104·3	104·0	103·0*	107·5	104·4	104·2	104·5	104·3	103·4	102·8	103·2*	102·9*
	Fuel	151·4	151·9	153·9	154·5	153·1*	151·4	154·1	154·1	154·5	154·5	154·5	153·6	152·9*	152·9*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	116·8	114·6	113·0	112·0	110·0*	117·0	113·3	112·4	112·5	112·4	111·2	109·9	110·1*	110·0*
	Basic materials other than fuel	110·7	108·0	105·8	104·6	102·4*	111·0	106·1	105·1	105·2	105·1	103·6	102·2	102·6*	102·5*
211 to 229	Materials and fuel used in the food manufacturing industries.	103·7	104·4	104·0	105·5	105·8*	103·6	103·6	104·8	105·5	105·9	105·2	105·6	106·1*	105·7*
263 to 277	Materials and fuel used in the chemicals and allied industries.	117·3	117·7	116·7	116·0	115·5*	117·2	116·5	116·4	116·0	116·2	115·9	115·5	115·4*	115·6*
331 to 349 (excluding 342) 361	Materials and fuel used in the mechanical engineering industries.	151·8	149·5	149·1	148·4	146·1*	152·4	149·5	148·8	148·9	148·7	147·5	145·9	145·8*	146·4*
	Materials and fuel used in the electrical machinery industry.	146·6	144·2	142·2	141·1	137·9*	148·4	142·6	141·8	142·0	141·5	139·7	137·7	137·8*	138·2*
Order X	Materials and fuel used in the textile industries	98·8	97·6	95·1	94·7	94·5*	98·9	95·0	95·0	94·6	95·2	94·8	94·5	94·7*	94·3*
Order XIV	Materials and fuel used in the timber industries	122·0	122·7	122·8	122·6	122·4*	122·4	122·9	122·6	122·5	122·6	122·6	122·4	122·5*	122·4*
Order XV	Materials and fuel used in the paper industries	114·7	114·9	114·8	113·9	113·6*	114·8	115·3	114·1	113·9	113·9	113·8	113·7	113·6*	113·6*
Order XVII	Construction materials	134·1	134·3	133·8	133·7	133·8*	134·4	133·8	133·7	133·7	133·8	133·7	133·8	133·7*	133·8*
Part of Order XVII	House building materials	135·0	135·2	134·9	134·8	134·7*	135·4	134·9	134·8	134·8	134·8	134·8	134·7*	134·7*	134·8*

*Provisional figure.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

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2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1966			1967		1966			1967					
		2nd Qtr.	3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	June	Nov.	Dec.	Jan.	Feb.	Mar.	April	May	June
Orders III to XVI	All manufactured products: Total sales	132·3	133·0	133·1	133·5	133·6*	132·6	133·1	133·3	133·4	133·5	133·5	133·7	133·7*	133·6*
	Home market sales	133·1	134·0	134·0	134·3	134·4*	133·4	133·9	134·1	134·2	134·4	134·3	134·4	134·4*	134·3*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	132·2	132·8	132·8	133·0	133·2*	132·6	132·8	133·0	133·0	133·0	133·0	132·2	133·1*	133·2*
	Home market sales	133·1	133·8	133·5	133·6	133·6*	133·4	133·5	133·5	133·6	133·6	133·6	133·6	133·6*	133·6*
211 to 229	Products of the food manufacturing industries: Home market sales	123·3	123·6	123·7	125·4	125·6*	123·5	123·5	124·1	125·0	125·7	125·5	125·7	125·8*	125·3*
263 to 277	Chemicals and allied industries: Total sales	109·0	109·2	108·8	108·9	109·0*	109·0	108·5	108·7	109·0	109·0	108·9	109·0	109·0*	108·9*
	Home market sales	109·8	110·2	110·0	110·0	110·0*	109·7	109·9	110·0	109·9	110·0	110·0	110·0	110·0*	110·0*
311 and 312	Iron and steel industries: Total sales	136·0	136·6	136·2	136·2	136·1*	136·4	136·0	136·4	136·2	136·0	136·1	136·1	136·1*	136·1*
	Home market sales	141·6	142·1	142·0	142·1	142·1*	142·0	142·0	142·0	142·1	142·1	142·1	142·1	142·1*	142·1*
Orders VI to IX	Engineering and allied industries: Total sales	137·9	138·8	138·7	139·0	139·3*	138·5	138·8	139·0	138·8	138·8	139·0	139·3	139·3*	139·3*
	Home market sales	136·8	137·7	137·1	137·3	137·2*	137·3	137·1	137·1	137·2	137·3	137·3	137·3	137·2*	137·2*
Order X	Textile industries other than clothing: Total sales	113·6	113·9	113·7	113·5	113·7*	114·3	113·6	113·7	113·9	113·7	113·3	113·7	113·7*	113·7*
	Home market sales	112·1	112·6	112·0	111·6	111·2*	112·4	112·1	111·8	111·6	111·6	111·4	111·2	111·2*	111·2*
Order XII	Clothing and footwear: Home market sales	118·9	119·9	120·2	120·3	120·2*	119·4	120·1	120·2	120·3	120·2	120·3	120·2	120·2*	120·3*
Order XIV	Timber industries: Home market sales	125·0	125·6	125·7	125·6	125·3*	125·3	125·7	125·6	125·6	125·6	125·5	125·3	125·3*	125·3*
481 to 483	Paper industries: Home market sales	120·4	120·6	120·6	120·6	120·6*	120·4	120·6	120·5	120·6	120·5	120·6	120·6	120·6*	120·6*
Order XVI	New construction‡	140	140	140	141		140		140			141			

*Provisional figure. ‡Index of building costs figures relate to average for the quarter.

The Board of Trade

Export Service Bulletin

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HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4

WHOLESALE PRICE INDEX NUMBERS, *continued*

3 (a). Commodities produced in the United Kingdom—1954 = 100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 24, 1968. (monthly averages)

	1966		1967		
	June	Dec.	April	May	June
Coal†	169·4	174·3	174·1	168·1*	168·1*
Slates	183·9	183·9	183·9	183·9	183·9
Salt	110·6	110·8	110·8	123·3	123·3
Flour	119·4	120·5	125·9	125·9	125·9
Sugar, refined	108·3	111·5	116·5	116·5	112·6*
Chocolate and sugar confectionery	111·6	111·3	113·6	113·6	113·6
Beer	128·4	136·4	136·4	136·4*	136·4*
Tobacco and cigarettes	154·6	154·6	154·3	154·3	154·3
Hard coke	186·5	186·5	186·5	186·5	186·5
Motor spirit, standard grade (including duty)	122·7	131·5	129·3	129·3	129·3
Medium fuel oil (950 secs.)	138·9	140·8	140·8	140·8	140·8
Lubricating oils and greases	130·0	131·3	131·2	131·2*	131·2*
General chemicals	103·4	104·0	103·0	103·0*	103·0*
Pharmaceutical chemicals	57·8	57·5	57·2	57·3*	57·3*
Pharmaceutical preparations	102·5	103·2	103·1	103·1*	103·1*
Toilet preparations	147·4	148·7	148·7	148·7*	148·7*
Paint for building and decorating	116·7	116·8	116·5	116·5*	116·5*
Soap	154·7	154·9	154·8	154·8*	154·6*
Soapless detergents	106·4	106·4	106·4	106·4*	106·4*
Synthetic resins and plastic materials	74·5	74·4	73·5	73·4*	73·4*
Steel sheets	137·9	137·9	137·9	137·9	137·9
Tinplate	131·7	130·5	129·8	129·8	129·8
Other steel goods (excluding tubes)	141·5	141·6	141·7	141·7	141·7*
Steel tubes	151·3	151·7	151·9	151·9	151·9
Iron castings	155·5	156·2	156·2	156·4*	156·4*
Aluminium and aluminium alloy products:					
Extruded and drawn	151·9	151·9	151·8	151·8	151·8
Rolled	142·2	142·2	142·2	142·2	142·2
Castings	152·8	152·8	152·8	152·8	155·5
Forgings	143·3	144·7	144·7	144·7	144·7
Brass, ingot 65-35, B.S. 1400: B3, delivered	195·2	168·6	139·1	137·3	148·8
Photographic paper and films, etc.	126·4	125·7	125·7	125·6*	125·6*
Spectacles, etc.	140·4	140·4	140·4	140·4	140·4*
Dental goods	144·0	147·6	147·5	147·6*	148·7*
Gramophone records	146·5	146·5	146·5	146·5	146·5*
Domestic electrical appliances	102·9	103·5	103·2	103·2*	103·2*
Perambulators, etc.	130·7	130·7	131·2	131·2*	131·2*
Tools and implements	156·2	156·9	157·3	157·4	157·4*

	1966		1967		
	June	Dec.	April	May	June
Cutlery	138·5	140·0	140·0	140·0	140·0*
Cutlery (other than razors and razor blades)	147·8	151·2	151·2	151·2	151·2*
Spoons and forks	165·8	168·2	168·2	168·2	170·3*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3*
Domestic hollow-ware	169·4	171·2	176·3	176·3*	176·3*
Domestic gas appliances	113·5	113·5	113·5	113·5	113·5
Cotton yarn	99·3	98·3	97·9	97·9	97·7
Spun rayon yarn	103·5	102·7	101·2	100·2	99·8*
Irish linen yarns (wetspun)	127·6	126·3	125·3	124·2	122·4
Cotton cloth	107·3	106·6	105·7	105·5*	105·5*
Linen	137·2	139·6	139·2	139·2	139·2*
Wool tops	83·1	75·6	72·8	72·3	72·6*
Worsted yarns	99·3	95·3	94·4	94·3	94·0
Harris tweed	115·3	115·3	115·3	115·3	115·3
Serge cloth	103·7	102·2	102·4	102·4	102·8
Jute yarn	134·2	137·2	137·2	139·9	135·4
Jute piece-goods	141·9	147·6	147·6	147·6	147·6
Rope, twine and net	119·5	119·5	118·6	118·5	118·5*
Hosiery and other knitted goods	102·0	103·2	102·8	102·7*	102·7*
Carpets and rugs	130·9	131·7	131·8	131·8*	131·8*
Canvas goods and sacks	120·3	109·5	107·0	107·0*	107·0*
Leather for footwear	132·3	127·8	..	..	..
Travel goods	136·8	137·8	138·2	138·2*	138·2*
Made-up clothing	118·5	119·2	119·3	119·3*	119·4*
Weatherproof outerwear	107·4	107·4	107·3	107·3*	107·3*
Men's and boys' tailored outerwear	120·6	121·5	121·7	121·7*	121·7*
Women's and girls' tailored outerwear	117·4	117·7	117·5	117·5*	117·5*
Women's and girls' light outerwear	115·7	117·3	117·3	117·5*	117·6*
Footwear (excluding rubber)	120·0	120·6	120·7	120·7*	120·8*
Refractory goods, including bricks	150·3	150·3	150·3	150·3	150·3*
Non-refractory goods, including bricks	134·5	133·6	133·7	133·8*	133·8*
Building bricks, common, other than fletton, *ex works.*	141·6	141·4	141·1	141·5*	141·5*
Building bricks, fletton common, *delivered.*	120·0	120·0	120·0	120·0	120·0
Electrical porcelain	137·6	137·6	137·6	137·6*	137·6*
Domestic china and earthenware	157·8	161·7	161·9	161·9*	161·9*
Glass (other than containers)	142·7	142·7	142·7	142·7	142·7*
Glass containers	130·7	130·7	130·7	130·7	130·7
Cement, delivered	128·0	128·0	128·0	128·0	128·0

*Provisional figure. †This index is based on prices ruling on the last day of the month. .. Not available.

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3 (a) (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1966		1967		
	June	Dec.	April	May	June
Abrasive paper and cloth	132·1	132·1	132·1	132·1	132·1
Cast stone and cast concrete products	118·9	117·9	117·9	117·9	117·9*
Home-grown hardwood	107·5	107·0	107·0	107·0*	107·0*
Domestic furniture	127·0	127·8	127·6	127·5*	127·5*
Bedding, etc.	121·3	120·6	119·4	119·4	119·4*
Wooden boxes, packing cases, crates, etc.	129·3	130·7	130·0	130·0*	130·0*
Paper and board	115·4	115·4	115·0	115·0*	115·0*
Cardboard boxes, cartons and fibreboard packing cases.	123·0	123·4	123·4	123·4	123·4*
Wallpaper	138·0	138·0	142·7	142·7	142·7
Paper bags	123·3	123·3	122·4	122·4	122·4
Manufactured stationery	128·0	128·0	128·0	128·0*	128·0*
Other manufactures of paper and board	114·4	114·4	115·7	115·7*	115·7*
Rubber tyres and tubes	130·0	130·0	130·0	130·0	130·0
Rubber goods (other than tyres and tubes)	122·4	122·8	122·7	122·7*	122·7*
Rubber footwear	135·4	135·4	135·4	135·4*	135·4*
Linoleum and felt base	151·4	151·4	151·4	151·4	151·4*
Brushes and brooms	145·1	145·4	145·5	145·5	145·7
Toys and games	131·7	132·6	132·6	132·6*	132·6*
Sports equipment	144·5	144·5	144·8	144·8	144·8*
Pens and pencils	116·0	116·2	116·2	116·2*	116·2*
Other stationers' goods	133·4	136·5	136·5	136·5	136·5
Plastic mouldings	106·8	107·6	108·1	108·1*	108·1*

*Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1966		1967		
	June	Dec.	April	May	June
Hides and skins	141·3	109·9	102·1	95·5	94·6
Imported	154·5	125·5	115·4	108·0	106·1
Native	121·4	86·6	82·2	76·8	77·3
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	125·6	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	247·4	177·2	145·1	151·2	148·1
Lead, ex-ship, wharf or warehouse†	97·5	84·4	85·3	85·9	85·8
Nickel, refined, delivered	131·9	144·1	144·3	144·3	144·3
Tin, ingot, min. 99·75 per cent, settlement price	177·5	168·1	168·9	169·4	169·7
Zinc, ex-ship, wharf or warehouse	125·9	132·4	126·1	127·6	127·2
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	102·6	105·3	101·6	100·7	100·2
Palm oil, c.i.f., in bulk	98·3	99·3	101·8	101·8	101·8*
Whale oil, acid, soft, naked, ex-works	105·0	58·7	41·8	35·6	36·1
Pyrites, c.i.f., United Kingdom ports	72·3	69·3	69·3	69·6	69·3
Rubber, No. 1 R.S.S. one month future	98·8	90·5	85·5	84·3	85·9
Sulphur, crude (for acid making), c.i.f.	104·7	139·7	122·9	122·9	122·9
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	160·9	154·0	155·0	154·1	154·0*
Cotton, raw	68·9	65·5	66·2	66·2	66·2
Jute, raw, 'Export Firsts', c.i.f. Dundee	160·8	168·9	161·1	158·3	151·0
Jute, raw, 'Export Lightnings', c.i.f. Dundee	164·3	170·8	165·1	161·6	152·7
Silk, raw, delivered mill	150·1	186·8	188·6	194·0	197·0*
Sisal, East Africa No. 1 Grade, c.i.f. London	98·0	88·1	88·1	86·4	82·8*
Wool, raw	87·1	78·2	77·4	78·3*	78·3*
Crossbred, medium and coarse, c.i.f. U.K.	89·7	81·8	80·9	80·5	80·5*
Crossbred, fine, c.i.f. U.K.	90·7	82·8	80·8	80·8	80·8*
Merino, c.i.f. U.K.	83·6	74·4	74·9	77·0	77·0*
Timber:					
Imported hardwood (ex-yard or wharf)	117·6	118·2	119·4	119·8*	119·9*
Imported plywood (delivered to consumers)	116·5	112·4	113·1	113·0	111·5
Imported softwood (delivered to consumers)	119·2	118·3	118·0	118·3	118·3
Woodpulp, imported	100·8	100·6	100·4	100·5*	100·5*

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Exts. 3411 or 3548.

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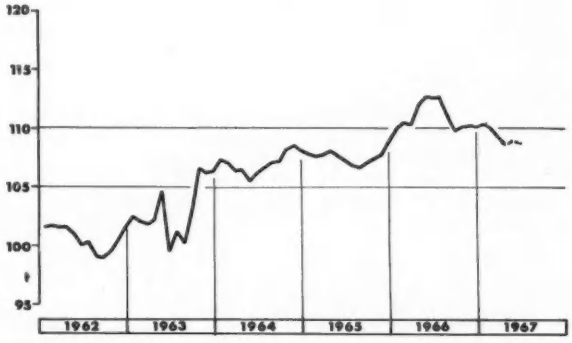

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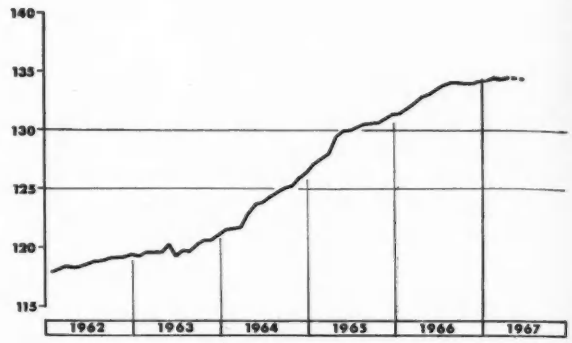

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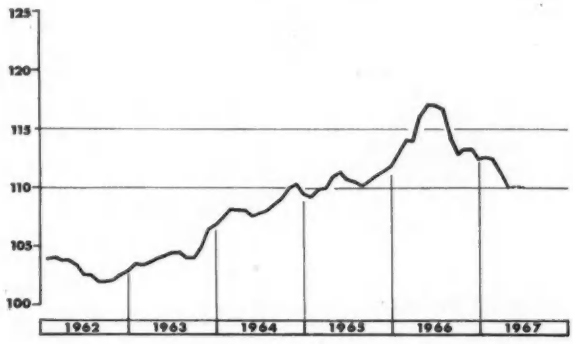

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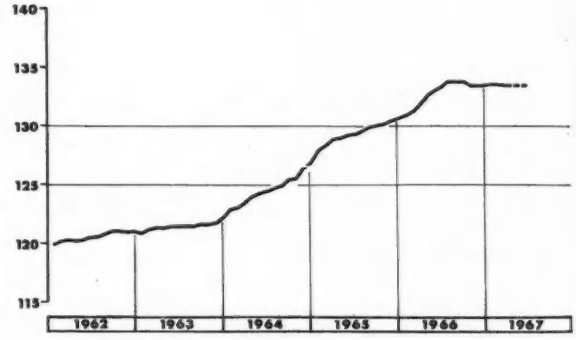

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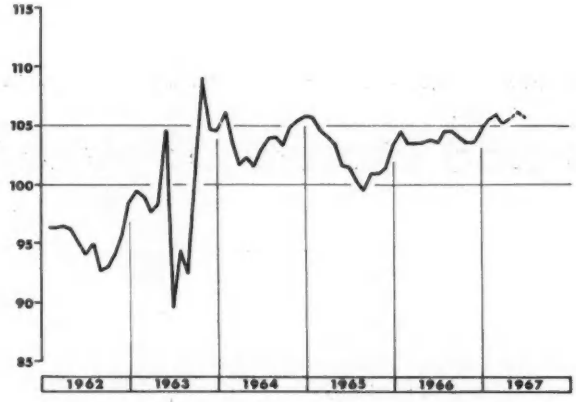
MATERIALS AND FUEL USED



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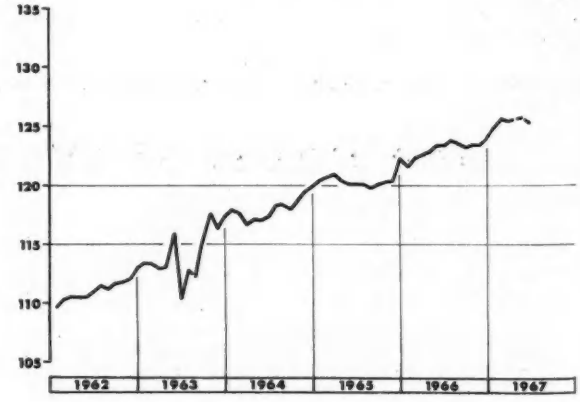
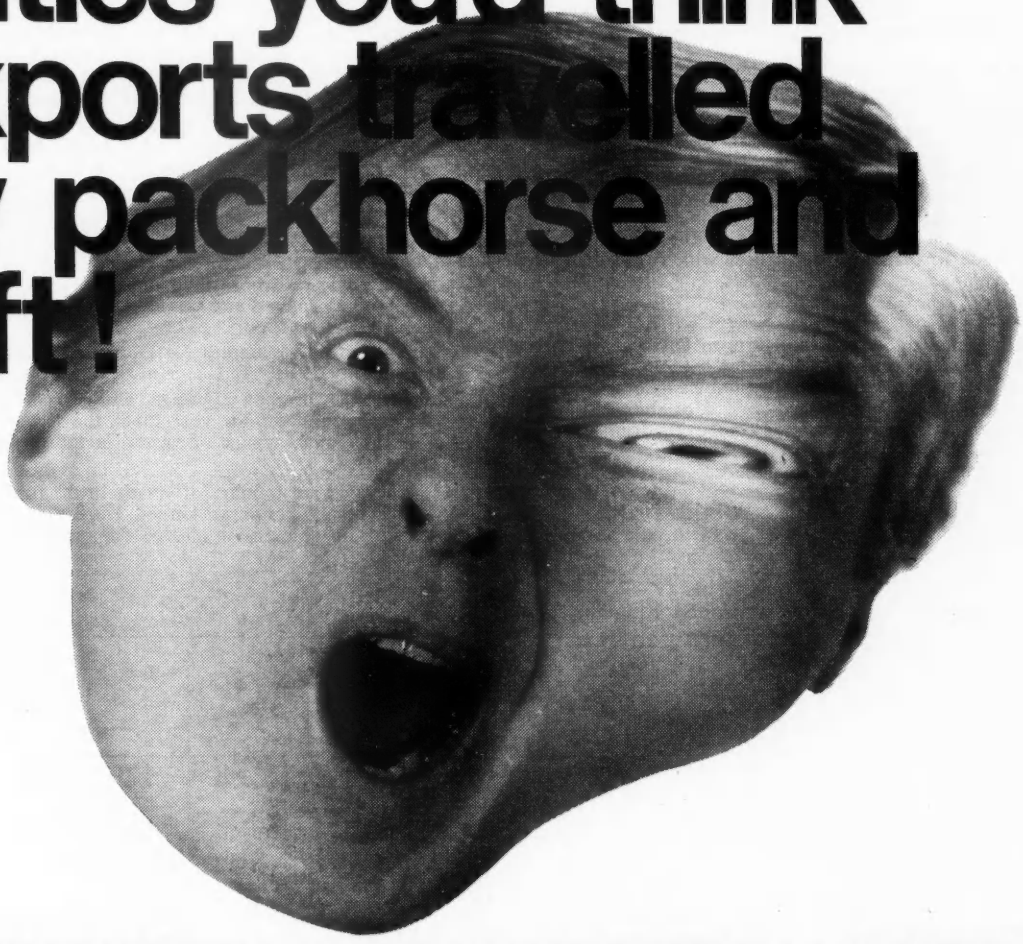


to hear Britain's critics you'd think exports travelled by packhorse and raft!



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Shipping movement at United Kingdom ports

Foreign and coastal trade movements in January 1967

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during January 1967 amounted to 14,723 thousand net tons; this was 13.7 per cent more than the tonnage for January 1966. Commonwealth vessels accounted for 6,198 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo in the first month of the year showed an increase of 1,572 thousand net tons over the same month in 1966.

There was a 6.3 per cent increase in the total net tonnage of coasting trade arrivals and departures with cargo compared with January 1966.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2), and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Amendment to figures for December 1966 published in the issue dated May 19, 1967:

Under the heading 'Foreign and Coastal trade movements in December and for the year 1966', the second paragraph beginning 'The total net tonnage of vessels in the foreign trade' should read as follows:

The total net tonnage of vessels in the foreign trade entering and clearing with cargo at United Kingdom ports in the year 1966 showed no substantial change compared with 1965.

Table 1. Shipping movements at United Kingdom ports

Foreign Trade		Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
			Thousand Net Tons					Thousand Net Tons			
			Entered					Cleared			
With cargo:	Month of January 1966	5,001	8,404	3,414	181	4,809	4,226	4,541	2,245	149	2,148
	Month of January 1967	5,597	9,756	3,634	215	5,907	4,568	4,967	2,204	145	2,618
	Months ending January 1966	—	—	—	—	—	—	—	—	—	—
	Months ending January 1967	—	—	—	—	—	—	—	—	—	—
In ballast:	Month of January 1966	1,312	1,913	842	50	1,022	2,161	6,398	2,281	106	4,011
	Month of January 1967	1,426	2,130	1,030	61	1,039	2,416	6,695	2,221	78	4,397
	Months ending January 1966	—	—	—	—	—	—	—	—	—	—
	Months ending January 1967	—	—	—	—	—	—	—	—	—	—

(1) Includes Irish Republic and South Africa.

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Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	January				January			
	1966	1967	1966	1967	1966	1967	1966	1967
Nationality of vessels:	Numbers of vessels							
United Kingdom	1,553	1,599			1,379	1,328		
Other Commonwealth	120	131			129	136		
Foreign	3,328	3,867			2,718	3,104		
Total	5,001	5,597			4,226	4,568		
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	3,414	3,634			2,245	2,204		
Registered in Canada	—	1			14	—		
Registered in other countries	181	214			135	145		
Soviet	41	140			58	21		
Finnish	61	80			39	33		
Swedish	295	388			96	175		
Norwegian	1,160	1,411			402	411		
Danish	248	202			141	194		
Polish	19	20			10	13		
German	327	408			239	252		
Dutch	579	560			433	447		
Belgian	196	160			136	154		
French	300	302			208	243		
Spanish	69	64			60	62		
Italian	107	175			8	13		
Yugoslav	2	34			6	9		
Greek	161	236			44	77		
United States of America	206	281			108	235		
Panamanian	153	147			45	32		
Liberian	735	1,030			40	69		
Other	150	270			74	180		
Total foreign	4,809	5,907			2,148	2,618		
TOTAL	8,404	9,756			4,541	4,967		
Trading areas:								
Irish Republic	340	336			349	354		
Northern Europe (Foreign)	2,072	2,414			1,849	2,080		
Europe (Atlantic) and Western Mediterranean Countries	847	1,015			565	620		
Central and Eastern Mediterranean Countries	1,209	1,165			140	197		
West and South Africa	723	704			268	266		
East Africa, Persian Gulf, India	1,072	1,809			178	204		
Eastern Asia and Islands in the Pacific	201	218			190	179		
Australasia	288	243			201	184		
North America (Atlantic Coast)	663	824			486	548		
West Indies and Central America (Atlantic Coast)	718	869			167	240		
South America (Atlantic Coast)	120	66			81	59		
South and Central America (Pacific Coast)	40	16			15	15		
North America (Pacific Coast)	102	70			51	18		
Other areas	8	7			—	2		
Total Commonwealth Countries (1)	2,310	2,543			1,194	1,089		
Total Foreign Countries	6,094	7,213			3,347	3,878		
TOTAL	8,404	9,756			4,541	4,967		

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports, January

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	1	1	4	2	7	14	1	9	9	2	9	11
Bristol	324	292	144	329	302	150	55	66	51	371	335	150
Cardiff	134	154	62	163	198	83	41	56	32	203	156	70
Dover	325	362	288	474	640	484	302	331	251	465	616	474
Falmouth (inc. Truro)	—	—	1	110	88	25	—	7	3	156	100	26
Folkestone	46	40	31	48	41	32	45	40	31	50	42	33
Grimsby (inc. Immingham)	276	295	219	315	338	247	51	106	113	270	348	264
Harwich	393	480	395	409	489	414	411	453	378	424	490	418
Holyhead	109	125	89	109	127	91	108	119	85	109	123	89
Hull	396	431	382	409	465	415	147	226	272	411	475	404
Lancaster	17	30	4	19	31	9	16	1	3	25	45	9
Liverpool	1,199	1,132	471	1,424	1,400	574	527	568	351	1,513	1,367	539
London	2,559	2,940	1,336	3,268	3,608	1,572	1,315	1,302	891	3,459	3,228	1,516
Manchester (inc. Runcorn)	499	536	224	527	578	265	114	153	184	378	546	303
Middlesbrough	232	286	127	296	409	182	139	227	132	312	412	187
Milford Haven	560	791	61	631	856	99	84	147	36	665	873	92
Newhaven	33	49	45	34	50	50	33	33	37	33	33	37
Newport (Mon.)	124	80	45	186	143	77	89	97	78	192	183	99
Plymouth	28	12	26	41	26	61	19	13	47	43	26	70
Southampton	1,037	1,347	221	1,296	1,533	280	476	560	176	1,339	1,523	272
Swansea	41	80	35	162	204	111	173	191	125	206	244	139
Tyne ports	153	180	134	246	273	155	109	117	96	301	261	137
Glasgow	471	468	127	535	512	142	207	169	68	513	529	135
Grangemouth	91	146	116	141	159	134	108	73	77	160	103	102
Greenock	9	10	8	106	72	24	—	1	2	89	57	14
Leith	58	60	92	58	62	94	26	33	63	47	55	84
Belfast	180	145	89	210	167	107	46	32	45	160	191	103
Other ports	673	757	1,474	868	1,001	1,976	382	468	1,258	835	1,004	1,995
TOTAL	9,966	11,229	6,250	12,417	13,779	7,867	5,025	5,597	4,894	12,731	13,374	7,772

(Tables continued on next page)

Table 4. Coasting trade arrivals and departures at principal ports, January

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	1	1	4	128	120	162	134	118	159	135	125	166
Bristol	162	172	115	200	197	290	51	73	197	174	199	318
Cardiff	54	49	72	119	104	204	30	34	117	86	93	202
Cowes	130	155	696	313	340	1,450	114	143	630	313	337	1,445
Falmouth	10	16	19	68	126	66	11	5	22	14	52	48
Hartlepool	1	2	9	28	44	58	24	40	40	28	50	52
Hull	93	115	40	193	186	140	115	61	74	182	146	128
Immingham	35	94	21	115	182	98	86	63	41	143	91	52
Lancaster	152	117	83	174	137	138	138	115	136	155	124	138
Liverpool	267	176	201	352	284	334	248	180	250	417	359	374
London	626	670	492	811	901	781	223	226	257	833	889	744
Manchester	86	115	64	131	165	148	99	88	99	218	136	150
Middlesbrough	35	22	28	97	124	127	52	42	58	100	81	103
Milford Haven	12	31	10	340	335	154	332	396	166	345	415	176
Newport (Mon.)	33	28	108	59	56	129	1	—	2	38	36	118
Portsmouth	33	35	163	231	225	913	7	7	74	229	225	901
Preston	89	100	193	97	114	223	76	97	184	96	118	231
Southampton	182	225	650	419	510	929	343	436	783	418	518	946
Sunderland	15	21	20	129	149	165	100	113	124	115	143	156
Swansea	9	16	32	195	163	363	109	91	292	123	109	326
Tyne ports	50	56	12	242	335	208	149	151	157	215	254	222
Glasgow	92	88	77	152	142	119	113	80	87	165	124	123
Belfast	500	550	674	517	580	740	415	470	510	528	583	740
Other ports	1,136	1,271	2,675	1,512	1,642	3,690	810	902	1,597	1,525	1,701	3,677
TOTAL	3,802	4,126	6,458	6,622	7,161	11,629	3,779	3,934	6,056	6,594	6,908	11,545

Table 5. Shipping movements at United Kingdom Ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of January 1966	5,432	3,236	2,616	620	5,386	3,336	2,633	703
Month of January 1967	5,608	3,509	2,697	814	5,458	3,434	2,619	815
Months ending January 1966	—	—	—	—	—	—	—	—
Months ending January 1967	—	—	—	—	—	—	—	—
In ballast: Month of January 1966	4,870	2,796	2,110	686	4,889	2,666	2,072	594
Month ending January 1967	5,092	3,001	2,226	776	5,156	2,816	2,149	668
Months ending January 1966	—	—	—	—	—	—	—	—
Months ending January 1967	—	—	—	—	—	—	—	—
Coasting Trade – United Kingdom								
With cargo: Month of January 1966	6,285	3,802	3,138	664	5,946	3,779	3,042	737
Month of January 1967	6,458	4,126	3,226	901	6,065	3,934	3,041	893
Months ending January 1966	—	—	—	—	—	—	—	—
Months ending January 1967	—	—	—	—	—	—	—	—
In ballast: Month of January 1966	4,941	2,820	2,124	696	5,240	2,815	2,203	612
Month of January 1967	5,171	3,035	2,247	788	5,489	2,976	2,282	695
Months ending January 1966	—	—	—	—	—	—	—	—
Months ending January 1967	—	—	—	—	—	—	—	—

(a) Commonwealth and Irish Republic.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, July 7, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 34:					
Put Out the Flags	Br/E 32500	9	July 4	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
City of the Caesars	Br/E 32503	23	July 7	United Artists Corp. Ltd.	Harold Baim Film Enterprises Ltd.
Pathe Pictorial Series 651/663:					
Pathe Pictorial No. 655	Br/E 32504	9	July 7	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 656	Br/E 32505	9	July 7	" "	" "
Pathe News 67-53	Br/E 32291	7	July 7	" "	" "
Pathe News 67-54	Br/E 32292	8	July 7	" "	" "
Movietone News 1986	Br/E 32425	8	July 7	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1986A	Br/E 32426	8	July 7	" "	" "
FOREIGN					
El Dorado	F 32499	127	July 4	Paramount Film Service Ltd.	Paramount Pictures Corp.
Lu (The Corpse of Beverly Hills)	F 32501	110	July 5	Antony Balch Films Ltd.	Modern Art Film, Berlin and Hans Schubert, Munich
My Love and I (Kungsladen)	F 32502	106	July 6	Richard Schulman (Entertainments) Ltd.	Nordisk Film Stockholm

Turnover of the catering trades, laundries and dry-cleaners, and hairdressers in May

IN MAY the total turnover of the catering trades and hairdressers showed a somewhat smaller increase compared with a year earlier than the average recorded for the previous four months of the year; the total turnover of laundries and dry-cleaners was lower than in May 1966, compared with a small increase in the previous four months.

Taking the first five months of the year together, the increase for catering trades is not very different from that recorded for the fourth quarter of 1966 compared with a year earlier, but less than the increase recorded for 1966 as a whole. For these five months the turnover of hairdressers and laundries and dry-cleaners also showed a smaller increase compared with a year earlier than the average increase recorded between 1965 and 1966.

Catering trades

The total turnover of the catering trades in May was 1 per cent higher than a year ago, compared with an average increase of 3 per cent in the first four months of the year. For public houses and for licensed hotels there was an increase in turnover of 1 per cent and 4 per cent respectively, in May, rather lower than that recorded in the previous four months taken together. Restaurants, cafés, etc., showed a decrease of 1 per cent in May 1967, compared with 1966, whereas there was a small increase for the previous four months of the year. Canteens recorded a decrease of 3 per cent in May, but these figures have tended to move rather erratically.

Laundries and dry-cleaners

Laundries and dry-cleaners showed a decrease in turnover in May 1967 compared with last year. Turnover did not appear to have been rising as much as the summer approached, as is usual for these trades.

Hairdressers

Both men's and women's hairdressers showed an increase in turnover of 1 per cent in May 1967 compared with a year earlier, a figure little different from the average increase shown for March and April taken together, but rather lower than that recorded in the first two months of the year.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967		100				95	98	104	108	111							
	1966	+5	+7	+6	+5	+3	+7	+5	+9	+6	+7	+5	+5	+4	+6	+3	+5	+3
	1967	+3*	+4				+4	+4	+5	—1	+1							
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967		82				74	79	90	97	116							
	1966	+5	+6	+4	+6	+5	+8	+3	+6	+2	+7	+4	+5	+6	+8	+6	+4	+5
	1967	+5*	+7				+4	+8	+9	+1	+4							
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967		100				95	102	102	107	105							
	1966	+5	+6	+5	+4	+4	+6	+4	+7	+3	+7	+5	+5	+3	+5	+2	+5	+4
	1967	+2*	+3				+2	+4	+3	Nil	—1							
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967		103				99	101	109	111	114							
	1966	+6	+9	+8	+6	+4	+7	+7	+11	+9	+7	+6	+6	+4	+7	+3	+6	+3
	1967	+3*	+6				+5	+5	+6	—3	+1							
Canteens (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967		108				109	110	105	111	107							
	1966	+2	+4	+2	+2	—1	+2	+3	+6	+3	+1	+2	+3	+2	+2	Nil	—1	—2
	1967	—1*	—2				+2	—1	—6	+7	—3							

*January-May.

(a) The periods covered by the monthly index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The May 1967 period was the four weeks from April 30, 1967 to May 27, 1967, the May 1966 period was from May 1, 1966, to May 28, 1966.

(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

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Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) 1961 = 100

Kind of business (Turnover in 1961)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS: (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126	121	128	128	125	112	122	127	121	135	129	131	125	127	134	128	117
	1967		122				118	126	121	130	131							
	1966	+4	+6	+3	+3	+4	+2	+7	+8	+1	+4	+4	+3	+3	+2	+4	+5	+3
	1967	+1*	+1				+5	+3	—5	+8	—3							
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123	121	124	123	123	116	122	123	118	129	126	128	121	122	129	126	116
	1967		120				120	123	117	126	128							
	1966	+3	+4	+3	+2	+3	+1	+6	+5	+2	+3	+4	+3	+2	+2	+3	+4	+3
	1967	+1*	—1				+4	+1	—5	+7	—1							
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	130	121	135	135	129	106	121	134	127	144	134	137	133	136	141	131	117
	1967		125				114	131	128	138	137							
	1966	+5	+9	+4	+4	+5	+3	+9	+14	—1	+7	+5	+4	+5	+3	+5	+6	+4
	1967	+2*	+3				+8	+8	—4	+9	—5							

*January-May.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification.
See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) 1961 = 100

Kinds of business (Turnover in 1961)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	115	110	116	118	118	105	108	114	115	118	114	120	118	116	115	113	125
	1967		114				110	113	116	117	118							
	1966	+3	+4	+2	+3	+3	+3	+2	+6	+1	+4	+1	+4	+3	+3	+3	+2	+3
	1967	+3*	+4				+5	+5	+2	+1	+1							
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	110	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	120	112	117	124	126	114	110	112	114	117	120	126	124	123	122	118	136
	1967		117				119	117	115	115	118							
	1966	+4	+3	+4	+5	+4	+3	+2	+4	+6	+5	+2	+4	+5	+6	+4	+4	+3
	1967	+3*	+4				+4	+6	+3	+1	+1							
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	114	109	115	116	116	102	107	115	115	118	113	118	117	113	113	112	121
	1967		112				107	112	117	117	119							
	1966	+2	+4	+1	+3	+2	+2	+3	+6	—1	+4	Nil	+3	+2	+3	+2	+2	+2
	1967	+3*	+4				+5	+5	+2	+1	+1							

*January-May.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification.
See note (a) to Table 1.

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Gold and convertible currency reserves in June

HM TREASURY announce that after North American loan servi payments totalling £7 million, the gold and convertible curren reserves fell by £43 million during June, to stand at £1,012 milli at the end of the month.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article the chemical industry? Which issue gives the latest figures United Kingdom overseas trade, engineering production, hire pu chase, wholesale prices, etc?*

Readers are reminded that an index of the date on which regular statistical articles were last published appears each we at the end of the JOURNAL.

Metal working machine tools, deliveries and orders in May

THE MINISTRY OF TECHNOLOGY provisionally estimate that in May 1967 total deliveries of machine tools amounted to about £15 million and net new order to just over £14½ million. Thus orders outstanding fell by £½ million and at the end of the month stood at £91½ million.

On a seasonally adjusted basis, total deliveries in May were the highest value on record mainly due to a sharp rise in home deliveries. Net new orders were the highest since last summer, with increases on both the home and export markets. These figures appear to confirm the view expressed last month that the bottom of the recent decline had been reached, and indeed passed.

Home market

Seasonally adjusted home deliveries at almost £11½ million showed a sharp increase to the highest level on record. The average of the last three months shows an improvement of 3 per cent over the previous three months indicating that deliveries have now resumed the slow rise evident throughout most of last year. Net new orders at £9½ million seasonally adjusted also increased sharply and were the highest since last September. The average of the last three months was over 15 per cent better than the previous three months. Orders outstanding fell by over £2 million to £63 million equivalent to only just over six months work at the average recent higher delivery rate. They were nearly 20 per cent below the level of a year earlier.

Export market

Deliveries for export, seasonally adjusted, reverted to the high March figure of £3½ million so that the average of the last three months was nearly 25 per cent better than the previous three months. Due presumably to some of the recent Russian orders being included, net new orders rose sharply to £4½ million, seasonally adjusted, the highest on record. The average of the last three months was 30 per cent above the previous three months. Orders outstanding rose by £1½ million to £28½ million and were still equivalent to about 8½ months work. They were 6 per cent lower than a year earlier.

The current monthly figures shown on the attached tables are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of more complete information obtained from the quarterly inquiry covering metalworking machine tools.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1962	127·2	35·5	91·7	88·3	34·7	53·6	98·5	38·1	60·4
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2)	141·3	40·7	100·6	104·2	28·9	75·3	157·7	39·6	118·1
1966	149·1	35·8	113·3	100·6	29·5	71·1	145·5	36·4	109·1
1966 1st quarter	37·9	9·1	28·8	104·9	28·3	76·6	38·6	8·5	30·1
2nd quarter	35·6	7·9	27·7	107·7	30·0	77·7	38·3	9·6	28·7
3rd quarter	37·4	9·4	28·0	105·4	30·3	75·1	35·2	9·7	25·5
4th quarter	38·2	9·4	28·8	100·6	29·5	71·1	33·4	8·6	24·8
1967 1st quarter*	41·2	10·2	31·0	93·0	27·9	65·1	33·6	8·6	25·0
2nd quarter									
3rd quarter									
4th quarter									
1966 January	10·9	2·5	8·4	106·5	29·5	77·0	13·2	3·1	10·1
February	11·6	3·0	8·6	104·1	28·3	75·8	9·1	1·8	7·3
March	15·4	3·6	11·8	104·9	28·3	76·6	16·3	3·6	12·7
April	10·5	2·2	8·3	107·5	29·6	77·9	13·1	3·6	9·5
May	12·0	2·8	9·2	107·3	30·2	77·1	11·8	3·4	8·4
June	13·1	2·9	10·2	107·7	30·0	77·7	13·4	2·6	10·8
July	11·3	2·6	8·7	110·8	30·9	79·9	14·4	3·5	10·9
August	11·2	3·1	8·1	108·8	30·9	77·9	9·2	3·1	6·1
September	14·9	3·7	11·2	105·4	30·3	75·1	11·6	3·1	8·5
October	12·3	3·4	8·9	103·9	30·2	73·7	10·8	3·3	7·5
November	12·8	3·1	9·7	103·1	29·9	73·2	12·1	2·9	9·2
December	13·1	2·9	10·2	100·6	29·5	71·1	10·5	2·4	8·1
1967 January*	13·2	2·8	10·4	98·7	29·8	68·9	11·3	3·1	8·2
February*	12·3	3·2	9·1	96·4	28·4	68·9	9·9	1·8	8·1
March*	15·7	4·2	11·5	93·0	27·9	65·1	12·4	3·7	8·7
April*	10·8	2·6	8·2	92·3	27·1	65·2	10·1	1·8	8·3
May*	15·0	3·4	11·6	91·6	28·6	63·0	14·3	4·9	9·4
June									
July									
August									
September									
October									
November									
December									
June 1966-May 1967* (3)	155·7	37·9	117·8	91·6	28·6	63·0	140·0	36·3	103·7
June 1965-May 1966 (3)	142·6	36·9	105·7	107·3	30·2	77·1	154·0	36·4	117·6
Percentage change	+9	+3	+11	—15	+6	—18	—9	—1	—12

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) Orders outstanding refer to end of 12 month periods.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1962	127·2	35·5	91·7	88·9	34·4	54·5	98·1	37·9	60·2
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2)	141·3	40·7	100·6	105·8	28·8	77·0	159·3	40·0	119·3
1966	149·1	35·8	113·3	102·7	29·4	73·3	145·9	36·3	109·6
1966 1st quarter	34·8	8·1	26·7	107·2	29·3	77·9	36·2	8·7	27·5
2nd quarter	36·9	8·3	28·6	109·0	30·2	78·8	38·6	9·1	29·5
3rd quarter	39·4	10·1	29·3	107·0	29·8	77·2	37·5	9·7	27·8
4th quarter	38·0	9·3	28·7	102·7	29·4	73·3	33·6	8·8	24·8
1967 1st quarter*	38·1	9·2	28·9	96·1	29·0	67·1	31·6	8·8	22·8
2nd quarter									
3rd quarter									
4th quarter									
1966 January	11·0	2·3	8·7	106·5	29·6	76·9	11·6	3·1	8·5
February	10·9	2·7	8·2	104·2	28·8	75·4	8·6	1·9	6·7
March	12·9	3·1	9·8	107·2	29·3	77·9	16·0	3·7	12·3
April	11·3	2·9	8·8	108·8	30·4	78·4	12·9	3·6	9·3
May	12·0	3·9	9·1	108·5	30·6	77·9	11·6	3·1	8·5
June	13·6	2·9	10·7	109·0	30·2	78·8	14·1	2·4	11·7
July	11·9	2·8	9·0	110·2	30·8	79·4	13·2	3·5	9·7
August	13·6	8·8	9·8	107·0	30·3	76·7	10·3	3·3	7·0
September	13·9	3·3	10·6	107·0	29·8	77·2	14·0	2·9	11·1
October	13·1	3·5	9·6	104·9	29·5	75·4	10·0	3·1	7·8
November	12·6	3·2	9·4	104·3	29·4	74·9	12·1	3·1	9·0
December	12·3	2·6	9·7	102·7	29·4	73·3	10·6	2·6	8·0
1967 January*	13·3	2·7	10·6	99·4	29·8	69·6	10·0	3·1	6·9
February*	11·6	2·9	8·7	97·2	28·9	68·3	9·4	2·0	7·4
March*	13·2	3·6	9·6	96·1	29·0	67·1	12·2	3·7	8·5
April*	11·7	3·0	8·7	94·3	27·8	66·5	9·9	1·8	8·1
May*	15·0	3·6	11·4	93·4	28·7	64·7	14·0	4·5	9·5
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months* (3)	13·3	3·4	9·9	93·4	28·7	64·7	12·0	3·3	8·7
Average of the previous 3 months* (3)	12·4	2·7	9·7	97·2	28·9	68·3	10·0	2·6	7·4
Percentage change	+7	+24	+3	—4	N/C	—5	+20	+31	+17

* Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding).
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) Orders outstanding refer to end of 3 month periods.

Orders in the footwear industry

ACTIVITY IN the footwear industry appears to have fallen off after some revival in the earlier months of the year; in the three months March to May, net new orders were 6 per cent less than in the corresponding months of 1966 and deliveries 4 per cent less. Though showing an increase in pairage terms between April and May comparable with the same months last year, orders-on-hand were some 4 to 5 per cent less at the end of May than at the end of May 1966.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is therefore possible for the differing values of the various types of footwear. A more detailed explanation of these statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade *Business Monitor Production Series* (Reference P 17). (*Table in next column.*)

Million pairs

	Orders-on-hand (end of period)	Net new orders	Deliveries
1964	35·8	..	16·8
1965	39·9	16·8	16·5
1966	33·9	15·7	16·2
1964 1st quarter	49·8	..	17·0
2nd quarter	52·5	17·4	16·5
3rd quarter	32·4	10·7	17·4
4th quarter	35·8	17·8	16·6
1965 1st quarter	36·7	16·5	16·2
2nd quarter	42·9	17·9	15·8
3rd quarter	32·8	13·3	16·7
4th quarter	39·9	19·6	17·3
1966 1st quarter	40·4	17·5	17·4
2nd quarter	46·5	17·4	15·4
3rd quarter	28·7	10·2	16·1
4th quarter	33·9	17·5	15·8
1967 1st quarter	40·5	18·3	16·1
1966 March	40·4	21·8	17·8
April	43·7	19·0	15·7
May	46·8	18·8	15·7
June	46·5	14·5	14·8
July	39·3	8·0	15·2
August	34·5	9·4	14·2
September	28·7	13·2	19·0
October	30·2	19·4	17·9
November	34·7	22·0	17·5
December	33·9	11·2	12·0
1967 January	33·4	13·9	14·4
February	35·9	20·4	17·9
March	40·5	20·6	16·0
April*	41·6	18·2	17·1
May*	44·7	17·4	14·3

(a) The monthly figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.
*Provisional.

EFTA Bulletin for July

EFTA TRADE FIGURES for the first quarter of 1967 are given in the July issue of the 'EFTA Bulletin', the regular journal of the EFTA Secretariat. Also included in this issue are articles with restrictive business practices, agricultural policy in EFTA and the press in Scandinavia.

Copies of the EFTA Bulletin' are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479, 2480).

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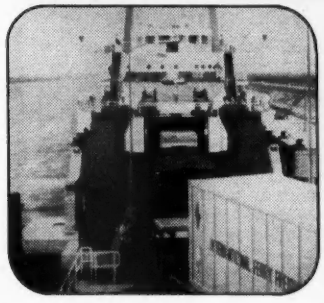

The cheapest fastest overnight 'freightway' from HULL to ROTTERDAM (Europoort)

ROLL-ON and ROLL-OFF the central route from the Midlands and the North to Europe. It saves you pounds—because it means shorter hauls for your drivers, less overtime and travelling expenses!

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We give a first class unit load service. Whether your cargo is being shipped in containers or on flats—we have everything you need! Our straddle loaders in both ports handle lengths up to 40 ft., and lift up to 23 tons from your trailer to ship's trailer and vice versa.
Within minutes of the ship arriving in Rotterdam (Europoort) your cargo is transferred to your continental vehicle, and away to its destination. Rotterdam is the beginning of Europe's magnificent highways. Look on the map, and see how well placed it is for all the major cities. Your cargo will arrive fast—when you use North Sea Ferries freightway!
Let us save you pounds. Write or 'phone for a special quotation for your cargo now!
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Perfect for business executives!

Don't waste time—travel while you sleep. You arrive refreshed in Rotterdam (Europoort) ready to start the day's business. Return passage for you and your car costs from as little as £19.10s.0d. 'all-in', and that includes a berth in a well-equipped cabin, excellent dinner and full breakfast. On board there's television, dancing, three bars, self-service restaurant and duty-free shop. Without your car it's only £12.0s.0d. 'all-in', and there are no extra expenses with North Sea Ferries!

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Exhibitions and Fairs

UK leads foreign participation at China, Glassware and Pottery Exhibition, Paris

A report from the British Embassy, Paris

THE 7TH International China, Glassware and Pottery Exhibition was held in Paris at the Porte de Versailles from June 18-26.

The exhibition, which covered an area of 12,000 sq. metres, attracted 160 firms who displayed on 450 stands a glittering array of traditional and modern designs of crystal, glassware, fine china and pottery.

All the major French firms in this industry were exhibiting but almost half the stands were taken up by foreign firms. Most Western European countries were represented but Great Britain led the foreign participation for the first time with 19 stands (including four newcomers), followed by Germany 14, Belgium, Italy and Denmark.

Eighteen of the 19 British firms were participating in a joint venture scheme organized and sponsored by the British Pottery Manufacturers' Association and the Glassware Manufacturers' Federation in collaboration with the Board of Trade. One British firm received the medal of the City of Paris for the high standard of its presentation at the exhibition at the Paris Town Hall on June 21.

This year, for the first time, manufacturers of expensive silver tableware were allowed to exhibit. Eight foreign firms took advantage of this including one from Britain.

The British Ambassador toured the exhibition to chat with the British exhibitors and expressed his satisfaction at the large attendance of the British firms at the fair, and the high quality of their wares.

Although the exhibition got off to a poor start (mainly attributed to the rather depressed state of consumer demand generally throughout France, aggravated by the state of uncertainty as to the effect that the new French legislation on the added value tax would have on retailers' stocks), the final verdict of British participants was that business transacted was generally better and at a higher level than the previous year.

One notable improvement – and a sign of the times – was that many manufacturers, both British and foreign, were able to quote far shorter delivery periods. Furthermore, as a result of the recent Kennedy round negotiations, British manufacturers should be able to look forward to even better years ahead once the cuts on the import duties, which are particularly high in this industry, become effective.

Mr. Thrower (left) of Dartington Glass talks with HM Ambassador Sir Patrick Reilly at the 7th International China, Glassware and Pottery Exhibition in Paris. A joint venture organized and sponsored by the British Pottery Manufacturers' Association and the Glassware Manufacturers' Federation in collaboration with the Board of Trade was participated in by 18 British firms.

British Trade Centre in New York to close

THE BRITISH Trade Centre in New York was set up by the British American Chamber of Commerce as a show case for British exporters. The Board of Trade agreed to provide financial help during the first two years of operation in order to test the effectiveness of this form of export promotion, which has been used by a number of other countries.

The centre was opened in July 1966, but support was less than expected and at the request of the Chamber the Board of Trade assumed financial responsibility on December 1, 1966, in order that the experiment should be given a fair trial.

The Board have now reviewed the future of the centre in the light of experience gained over the past year and of other export promotion activities in the United States. The Board have decided that the facilities offered by the centre can be provided more satisfactorily and with greater impact either in specialized trade fairs or in premises hired for a particular show. Accordingly the centre will be closed on July 15.

British exporters to the United States are making increased use of various Government measures of assistance which have been introduced or expanded during the past few years. Under the Board of Trade's Joint Venture Scheme British industry will take part in over 30 events in the United States in 1967 compared with 18 last year and seven in 1965. Thirty-four British store promotions will be held in the United States this year while 13 missions will visit this country under the Assisted Missions Scheme which is operated by the BNEC on behalf of the Board of Trade.

British exports to the United States exceeded £600 million in 1966 and increased by a further 6.4 per cent in the first three months of this year.

British manufacturers at renal dialysis equipment exhibition

A report from the British Embassy, Paris

A VERY specialized exhibition of renal dialysis equipment was held on June 23, 24 and 25 in the entrance hall of the recently opened modern air-conditioned Centre Parisien des Congrès Internationaux at Avenue Emile Zola, Paris.

The exhibition attracted considerable interest, particularly as it was made to coincide with the Association's symposium on organ transplantation which was attended by a large number of specialists from countries as far apart as Czechoslovakia, Thailand, Israel and Poland.

Out of a total of 27 exhibitors listed in the official catalogue, 7 were British, 5 of whom were participating in a joint venture scheme sponsored by the Board of Trade and the British Hospitals Export Council. Manufacturers from other countries were France 11, United States 6, Belgium 1 (a British firm's products being manufactured under licence) and Italy 1.

British manufacturers dominated the exhibition with their impressive array of monitoring, central supply equipment and single patient monitoring systems for haemodialysis. Their equipment was capable of being used with both the Kiil and coil artificial kidney. One British firm displayed a very compact fully automatic home dialysis system with a simple push button operation which attracted a good stream of promising inquiries. Another had successfully arranged for its single patient monitoring equipment to be loaned to a well-known hospital in Paris where, alongside a French and an American machine, it will undergo evaluation tests. The firm has already sold this equipment to the British Ministry of Health in quantity and holds high hopes of similar success in France.

The presence of Mrs. Heppell as the oldest surviving case in Britain of a renal failure was a source of interest. Readers will recall that Mr. Heppell designed his own kidney machine to save the life of his wife. His firm is now making a valuable contribution to British exports.

The exhibition was visited by the Commercial Counsellor of the British Embassy in the company of the Director of Medical Equipment of the British Ministry of Health. British exhibitors enjoyed the opportunity to discuss with them their equipment and its future market prospects and to strengthen their existing good relationship with the Ministry.

Although this was a small, specialized exhibition, it undoubtedly focused the attention of the medical world on Britain as a leader in this field and it has given the European members of the Congress yet another example of the advantages to be gained by technological collaboration with our country.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of May 19 issue.

First British Week in Bad Godesberg 'a major success'

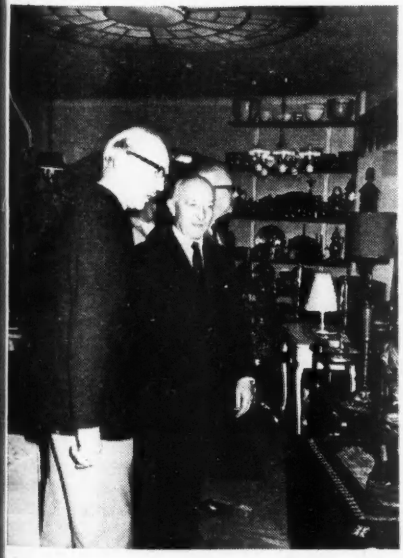
A report from the British Embassy, Bonn

The British Ambassador, Sir Frank Roberts, shows Burgermeister Linz a sample of British jam on display in a shop in Bad Godesberg during the British Week.

'It is our aim, within the means at our disposal, to bring you as many facets of our life as we can'. Thus the British Ambassador in Bonn, Sir Frank Roberts, referred to the programme for the British Week when he declared it open on July 1.

And indeed, with the close co-operation of the Board of Trade, the British Council, all three services and many private firms and individuals on the British side, and the willing assistance of the town administration, the shop keepers and the people of Bad Godesberg, the first ever British Week in this part of the Rhineland in the immediate vicinity of the seat of the Federal Government has proved a major success. It was fortunate, too, that Bad Godesberg's twin town, Maidenhead, was able to be represented by a delegation headed by the Mayor, Councillor Thomas, for much of the time.

Band concerts and a retreat beaten by the bands of the 61st Battalion, The Royal Scots, and the 1st Battalion, The Duke of Wellington's Regiment, formed a colourful part of the events during the first weekend. Equally spectacular were visits later in the week by two boats of the 1st Fast Patrol Boat Squadron of the Royal Navy and a fly-past by a Vulcan of RAF Bomber Command, and additional colour was provided throughout the week by the presence of two British policemen and two Scottish pipers at all the main events.



Herr Wagner, the owner of a well-known furnishing shop in Bad Godesberg, shows the British Ambassador, Sir Frank Roberts, a selection of the British goods he has in stock.

Outstanding among the cultural events were the performances of 'Hamlet' and 'Measure for Measure' by the Bristol Old Vic Company, which were enthusiastically applauded by full houses. The Music Group of London gave a performance of works by Beethoven, Britten and Brahms. The films of the Royal Ballet performing 'Romeo and Juliet' and of Laurence Olivier's 'Othello' were also extremely well received. Parents and children alike were delighted by performances of the Little Angel Marionette Theatre.

Sport interests were catered for by football matches between teams from Bad Godesberg, Maidenhead, Rhine Army and the Royal Navy, and a boxing match was held between representative teams of Bad Godesberg and Liverpool. There was also, for the younger generation, a teenage dance at which Gustav Kemperdick, of the BBC's German Service, acted as compere.

On the commercial side, two static exhibitions proved of great interest. The first was technological and included a working model hovercraft, displayed by the British Petroleum Company, and the products of the Plessey Company, the Rank Organisation, Rolls-Royce, the British Aircraft Corporation – who showed a model of the Concord – and the Marconi Company. An exhibition of about 35 British cars, the first ever to be held in Bad Godesberg, led to a number of sales and strong expressions of interest.

A large number of shops were decorated for the week and British goods were all brought to the fore. Many of these had been purchased specially for the week. Among the British goods to be seen were confectionery and foodstuffs generally, ladies' outerwear, furniture, toys, books, bicycles, whisky, beer and a whole range of other items, some on sale for the first time in Bad Godesberg. Hotels and restaurants provided English menus for their customers and one baker produced apple pies for the first time. The lecture on Great Britain given by the director of the British Travel Association was so well attended that many people had to be turned away.

British Week symbol

IN RECENT MONTHS many inquiries have been received from British manufacturers wishing to purchase supplies of labels and swing tickets bearing the British Week symbol. These inquiries have come principally from exporters sending British consumer goods to stores participating in a British Week, but it is clear that in many cases manufacturers are adopting the symbol as an indication that the goods so marked are British-made irrespective of their destination.

Tickopres Ltd., of Boston, Lincs. (Tel. Boston 5501, Mr. Topliss) have informed the British Weeks Directorate of the Board of Trade that they now hold stocks of the most frequently sought after items. These include:

Self-adhesive labels, 1½ in. square approximately, in sheets of 24 (or made to order in reel-form if preferred)

Cut-out swing tickets in two sizes, 1½ in. and 2 in. square approximately

Minimum quantity: 1,000 per sort

Orders should be sent direct to Tickopres Ltd., who will be pleased to quote firm prices for whatever quantities are required.

This arrangement in no way restricts manufacturers from obtaining supplies of the British Week symbol from other sources although, since copyright of the symbol belongs to the Board of Trade, permission should be sought before it is reproduced.

Advertising for British Week, Brussels

FIRMS TAKING part in the British Week in Brussels are reminded that assistance can be obtained under the Board of Trade's Co-operative advertising scheme by sponsored groups of exporters. If firms will approach either of the following they will be informed how they can most effectively advertise and obtain half their costs: Mr. W. Metson, Institute of Practitioners in Advertising, 44 Belgrave Square, London, S.W.1 (Tel. Belgravia 4404); Mr. F. H. Lockyer, British Weeks and Store Promotions Directorate, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2895).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates of which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

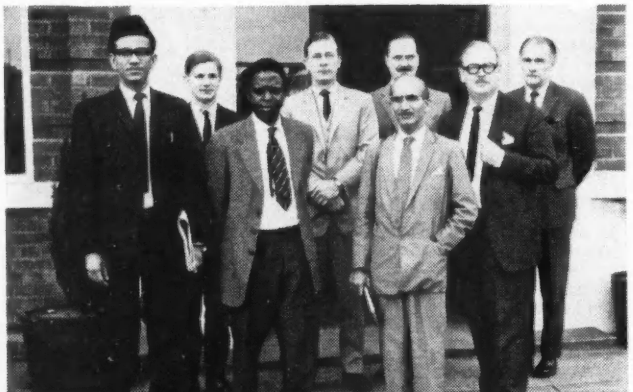
United Kingdom and Turkey

THE AGREEMENT between HM Government and the Government of Turkey of December 9, 1960 (Cmnd. 1256), which provides for the use of TL91 million held by HM Government in Ankara (see *Board of Trade Journal*, December 23, 1960, August 10, 1962, August 7, 1964, and July 9, 1965) is being further extended to June 1, 1968, in respect of the outstanding balance of about TL8,950,000 million.

The current extension of the Agreement provides that in the period ending June 1, 1968, up to TL6 million of these funds will be made available for purchases made by traders resident in the United Kingdom for consumption within the United Kingdom of the following Turkish products: fresh fruit (including citrus fruit with the exception of lemons), vegetables and wines.

HM Government accordingly offer for sale, for use before May 31, 1968, the amount of TL6 million.

Importers wishing to purchase these liras under the above arrangements should, through their bankers, approach the Bank of England. The Bank will be prepared to receive bids in writing, from banks on behalf of their customers up to July 28, 1967.



Members of the Commonwealth Agricultural Mission visited Howard Rotavator Company's factory at West Horndon, Essex, on June 27, and after seeing the film of the company's products and attending demonstrations, they took part in detailed discussions with the company's marketing executives. These discussions covered the use of Howard Rotavators in a wide variety of tropical crops, particularly rice. The Commonwealth representatives were well aware of the considerable number of Howard Rotavators already being used in Japan, the Philippines, Malaysia and Thailand. The photograph shows (in front from left to right): Mr. Khan, Director of Agriculture in Llyalpur, West Pakistan; Mr. Kunya, Deputy Commissioner of Agriculture, from Uganda; Mr. Ratnatunga, Chief Agricultural Engineer, from Ceylon; and Mr. P. Coleclough, director of marketing, Howard Rotavator Co. Ltd.; and (behind, from left to right): Mr. C. Noble, from the British National Export Council, London; Mr. G. K. Wright, export sales director, Howard Rotavator Co. Ltd.; Brigadier Goode, from the Royal Commonwealth Society; Mr. D. E. Long-Price, export sales manager, Howard Rotavator Co. Ltd.

Grant for new British Honduras capital

THE MINISTRY of Overseas Development announce that a grant of £1,195,000 from Colonial Development and Welfare funds has been agreed to cover expenditure on the new capital in British Honduras over the next six months. This brings the total agreed from CD & W funds to £1,482,925, which is being found from within the total of £4.125 million of British aid already pledged for the project. Work under the main contract is due to begin very shortly.

The new capital will be 50 miles inland from the present capital Belize City, which was severely damaged in 1961, when struck by Hurricane Hattie.

Morocco and Czechoslovakia

THE MOROCCAN *Bulletin Officiel* of May 17 published details of a new three-year trade agreement signed in February 1967 between Morocco and Czechoslovakia. The first period of validity is to be February 21, 1967, to February 20, 1968. Quota lists and quota values are slightly different from those of the preceding period.

Inquiries about this notice should be directed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449) quoting reference CRE 7156/G.

Morocco and the UAR (Egypt)

THE MOROCCAN *Bulletin Officiel* of June 7, 1967, announced the renewal, for a further year from June 1, 1967, of the trade agreement of 1966 between Morocco and the UAR (Egypt). Quotas under the agreement are unchanged compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481), quoting reference CRE 2437/G.

Tunisia and East Germany

THE TUNISIAN *Journal Officiel* of May 5-9-12, 1967, published details of the long-term trade agreement of 1964, between Tunisia and East Germany as it applies for 1967. Most quotas under the agreement show increases compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449/50), quoting reference CRE 2804/G.

Italy and Portugal

THE TRADE AGREEMENT between Italy and Portugal signed on March 4, 1961, has been extended for a further year from January 1, 1967, unless denounced by either party on three months' notice.

Lists of goods (which are similar to those in the original agreement) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449/450), quoting reference CRE 2049/G.

Fifth British interest-free loan for Ceylon

A LOAN AGREEMENT under which Britain will provide economic assistance to Ceylon to the value of £2 million was signed on July 7 in Colombo.

This is the first instalment of the offer of aid made by Britain at the World Bank meeting in Tokyo in April of this year when Ceylon's economic situation and import needs were considered. At that meeting Britain pledged a total of £3,570,000, as it had also done at similar meetings in each of the two previous years.

The loan is interest-free and is repayable over a period of 25 years, including an initial three-year grace period as were the four previous loans. It will be used for the purchase from Britain of such things as fertilizers, motor vehicles and spares, engineering stores and industrial raw materials.

All inquiries about this notice should be addressed to Board of Trade, Commercial Relations and Exports Department, Room 346, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

Telex installed in Sofia

TELEX FACILITIES have now been installed in the Commercial Department of the British Embassy in Sofia (address: Boulevard Marshal Tolbukhin 65-67). They are available to British businessmen and commercial organizations. The following charges apply:

Up to three minutes – a minimum charge of 5.1 leva.

For each additional minute – 1.7 leva.

The telex facilities can be made use of during the following periods (local time):

0830-1230, 1400-1600 } Monday to Wednesday

0830-1230 Thursday and Friday

The number of the Sofia telex machine is 29 – SOFIA 363, and the answerback Code is PRODROME SOFIA.

Exports by post: Customs' declarations

IN THE PAST the GPO has told senders of overseas parcels and letter post packets that the Customs' declaration form must be made out in English *as well as* any other language required by the country of destination. The GPO states that this requirement has now been dropped.

Reports on overseas markets in the 'Export Service Bulletin'

IN THE *Board of Trade Journal* of April 14, 1967, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period April-June 1967.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting, to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum, and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 433). Information for United Kingdom exporters will be found on page 118.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Bulletin
Chile	Printing machinery and supplies	64/67
Kuwait	Furniture	84/67
New Zealand	Furnishing and household fabrics	76/67

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Bulletin
Furniture and floor coverings:		
Furniture	Kuwait	84/67
Furnishing and household fabrics	New Zealand	76/67
Machinery and plant:		
Printing machinery and supplies	Chile	64/67

Export Service Bulletin

DURING THE QUARTER ended June 30, 1967, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058).

Quarter ended June 30, 1967

Commodity	No. of Inquiries
Aircraft and Watercraft	74
Antiques and Works of Art	2
Baby and Invalid Carriages	–
Boots, Shoes and Slippers	49
Brushes and Brooms	9
Building Supplies	167
Ceramic Products	57
Chemicals, Oils, Fats, Greases and Paints	298
Clothing	171
Contracts	300
Cosmetics, Toilet Preparations, Perfumery and Hairdressing Equipment	29
Domestic Appliances	114
Druggists' Sundries	38
Drugs and Pharmaceutical Preparations	73
Electrical Machinery and Apparatus	952
Fancy Goods	46
Foodstuffs, Beverages and Tobacco	123
Furniture and Floor Coverings	70
Glass and Glassware	32
Hard Haberdashery	10
Iron and Steel	445
Jewellery, Cutlery, Goldsmiths' and Silversmiths' Wares	38
Leather and Imitation Leather	14
Leather Goods	10
Livestock and Appliances and Equipment	16
Machinery and Plant (including Machine Tools)	1520
Medical and Surgical Instruments and Appliances	114
Metalwares	17
Mineral Products	56
Musical Instruments	21
Non-Ferrous Metals	222
Office Machinery and Equipment	98
Paper, Printed Matter and Stationery	148
Photographic and Cinematographic Equipment	47
Plastic Materials	59
Prefabricated Houses and Buildings	16
Radio Apparatus (including Record Players, Television Receivers and Tape Recorders)	194
Railway Equipment	178
Rubber Manufactures	58
Scientific and Optical Instruments	237
Soap and Cleansing Preparations	19
Spectacleware, Opticians' Supplies	6
Sports Goods	32
Textiles	213
Timber, Wood Manufactures	31
Tools, Hand and Engineers' Small (including Portable Power Tools)	122
Toys, Games and Model Engineering	23
Vehicles and Parts	188
Watches and Clocks	2

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

AUSTRALIA

Contract Board, Melbourne:

(131/67) Wheel and Pinion Hobbing Machine. July 27. E.S.B. 26275/67.*

(131/67) Milling Machine. July 27. E.S.B. 26276/67*

(129/67) Control Equipment for Postmaster General's Dept. (Further Information.) E.S.B. 22456/67.*

(131/67) Circuit Breakers for State Electricity Commission of Victoria. September 4. E.S.B. 26274/67.*

(130/67) Construction of Pipeline for Victorian Pipeline Commission. (Advance Information.) Closing date expected to be July 26. E.S.B. 26263/67.*

W.A. Government Tender Board:

(134/67) Pumping Plant. August 31. E.S.B. 26800/67.

(134/67) Air Brake Switchgear. September 28. Tender documents now available. E.S.B. 26801/67.

BELGIUM

(132/67) Cathodic Protection Apparatus for Pipelines for NATO Director General des Constructions, Section Planning International. August 31. G.D. 1568/67.

BURMA

Industrial Development Corporation:

(129/67) Clamps, Bolts and Nuts. July 31. E.S.B. 26213/67.*

(129/67) Protective Clothing. July 31. E.S.B. 26214/67.*

(129/67) Electrical Equipment for Public Works Corporation. August 3. E.S.B. 26212/67.*

CEYLON

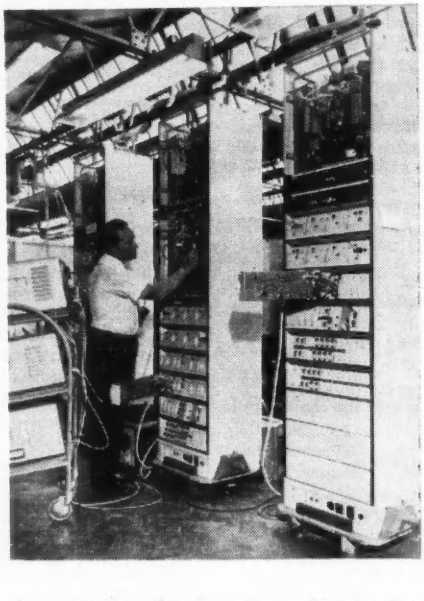
(131/67) Synthetic Resin Urea for Ceylon Plywood Corporation. Correction. Photo-copy price 1s., not 11s. as shown previously. E.S.B. 25344/67.*

COLOMBIA

(132/67) Refuse Collecting Equipment for Establecimiento Publico Empreso de Servicios, Varios Municipales de Cali (EMSIRVA). (Further Information.) Tender documents now available. E.S.B. 25323/67.*

EL SALVADOR

(133/67) Printing Machine: Numbering Machines for Proveeduria General de la Republica. August 8. E.S.B. 26821/67.*



An engineer at the Coventry works of G.E.C. (Telecommunications) Ltd., of England, conducts tests on 7000 Mc/s all-semiconductored microwave radio transmission equipment that is to be used to carry telephone traffic on 10 routes in Norway. The picture shows a terminal rack and two repeaters.

FORMOSA

Central Trust of China:

(129/67) Sodium Cyanide. July 29. E.S.B. 25829/67*

(129/67) Industrial Analyser. July 31. E.S.B. 25834/67.*

(129/67) Transformer. July 28. E.S.B. 25838/67.*

(129/67) Stock-bridge Dampers. July 28. E.S.B. 25839/67.*

(129/67) Insulation Test Set. July 28. E.S.B. 25837/67.*

(129/67) Grounding Clamps. July 26. E.S.B. 25843/67.*

(130/67) Wire Rope Blocks. July 27. E.S.B. 25842/67.*

(132/67) Babbitt Metal. August 4. E.S.B. 26757/67*

(132/67) Shaper. August 9. E.S.B. 26758/67.*

(132/67) Drilling Equipment. August 3. E.S.B. 26759/67.*

(132/67) Diesel Engines and Spare Parts, July 25. E.S.B. 26760/67.*

(133/67) Antennae and Accessories. August 8. E.S.B. 26765/67.*

(133/67) Lathe. August 5. E.S.B. 26763/67.*

(133/67) Steel Tyres. August 5. E.S.B. 26764/67.*

(133/67) Nickel. August 4. E.S.B. 26766/67.*

(133/67) Hose. August 7. E.S.B. 26767/67.*

(133/67) Steel Flanges. August 8. E.S.B. 26788/67*

(133/67) Steel Plate. August 4. E.S.B. 26789/67.*

(133/67) Gate Valves. August 4. E.S.B. 26791/67.*

(133/67) Induction Motors. August 8. E.S.B. 26792/67.*

(133/67) Drilling Machine. August 7. E.S.B. 26793/67.*

(133/67) Gate Valves. July 28. E.S.B. 26794/67.*

(134/67) Hydraulic Puller. August 2. E.S.B. 26822/67.*

(134/67) Drilling Machines. August 3. E.S.B. 26825/67.*

(134/67) Steel Pipe Fittings. August 3. E.S.B. 26830/67.*

GERMANY, FEDERAL REPUBLIC OF

(133/67) Clothing for Postkleiderkasse Rechtsfaehige Anstalt des Offentlichen Rechts. August 10. E.S.B. 26811/67.

GREECE

(130/67) Measuring Instruments: Air Conditioning Plant. Steel Sheets for Director General of Procurement. (Further Information.) Closing date postponed to July 31. E.S.B. 13030/67.*

Ministry of Commerce:

(133/67) Telecommunication Equipment. August 4. E.S.B. 26805/67.*

(133/67) Office Machinery. (Further Information.) Closing date postponed to August 18. E.S.B. 20511/66.*

(134/67) Workshop Machinery. (Further Information.) Repeated. Closing date postponed to August 16. E.S.B. 15149/66.*

(131/67) Workshop Equipment for Ministry of Trade. August 2. E.S.B. 26285/67.*

Public Power Corporation:

(130/67) Single Pole Cables. August 10. E.S.B. 26289/67.

(131/67) Centrifugal Oil Separator. August 2. E.S.B. 26287/67.

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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RH ESTABLISHED 1860

(131/67) Cranes. August 9. E.S.B. 26288/67.
(132/67) Generating Sets. August 10. E.S.B. 26752/67.
(132/67) Test Boxes. August 8. E.S.B. 26753/67.
(132/67) Transformer Earthing Resistors. August 9. E.S.B. 26754/67.

ICELAND

(131/67) Construction of Substation for Landsvivlejien, Sudurlandsbrant. August 15. E.S.B. 26281/67.

INDIA

Bess Purchase Organization:
(130/67) Troughing Idlers. August 4. E.S.B. 26247/67.
(130/67) Generating Sets. August 8. E.S.B. 26248/67.
(130/67) Engines. August 7. E.S.B. 26249/67.
(131/67) Electric Vibrators. July 26. E.S.B. 26236/67.
(133/67) Truck Mounted Crane. (Further Information.) Tender documents now available. E.S.B. 23129/67.*
(133/67) Truck Mounted Cranes. (Further Information.) Tender documents now available. E.S.B. 23130/67.*
Bhabha Atomic Research Centre:
(130/67) Salt Mist Test Chamber. (Further Information.) Tender documents now available. E.S.B. 25381/67.*
(130/67) Temperature Component Test Chambers. (Further Information.) Tender documents now available. E.S.B. 25384/67.*
(130/67) Recorder. (Further Information.) Tender documents now available. E.S.B. 25385/67.*
(130/67) Resistors. (Further Information.) Tender documents now available. E.S.B. 25388/67.*
(131/67) Wave Analyser. (Further Information.) Tender documents now available. E.S.B. 25386/67.*
(131/67) Inductors. (Further Information.) Tender documents now available. E.S.B. 25387/67.*
(131/67) Capacitors. (Further Information.) Tender documents now available. E.S.B. 25389/67.*
(131/67) Voltage Divider and Attenuator. (Further Information.) Tender documents now available. E.S.B. 25390/67.*
(130/67) Workshop Equipment for Central Railways. (Further Information.) Tender documents now available. E.S.B. 23097/67.*
Director General of Supplies and Disposals:
(131/67) Cranes. (Further Information.) A limited number of tender documents now available. E.S.B. 24440/67.*
(132/67) Separation Plant. July 28. E.S.B. 26768/67.*
(133/67) Meter Testing Benches for Gujarat Electricity Board. August 7. E.S.B. 26810/67.
(131/67) Grinding Machine for Heavy Vehicles Factory, Madras. (Further Information.) E.S.B. 24807/67.
Indian Telephone Industries Ltd.:
(131/67) Nickel Silver. August 7. E.S.B. 26701/67.
(134/67) Brass Strips. (Further Information.) Tender documents now available. E.S.B. 25336/67.*
(131/67) Cable for Indian Railways. August 14. E.S.B. 26713/67.
(130/67) D.C. Generators for Indian Rare Earths Ltd. July 31. E.S.B. 25890/67.*
Tata Electric Companies:
(134/67) Potential Transformers. August 28. E.S.B. 26812/67.
(134/67) Relays and Control Equipment. August 29. E.S.B. 26813/67.
(134/67) Remote Control Equipment. August 31. E.S.B. 26814/67.

IRAN

Iran Telephone Corporation:
(131/67) Switchboards. August 1. E.S.B. 26725/67.*
(131/67) Telephone Wire. July 29. E.S.B. 26726/67.*

IRISH REPUBLIC

(134/67) Pumping Plant for Kildare County Council. August 11. E.S.B. 26808/67.

ITALY

(132/67) Construction of Underground Tanks for NATO Ministero della Difesca. September 5. G.D. 1604/67.

JAMAICA

(130/67) Microwave Radio and Transmission Equipment for Jamaica Telephone Co. Ltd. August 30. E.S.B. 26279/67.

JORDAN

(130/67) Cranes for Agaba Port Authority. August 1. E.S.B. 26253/67.
(130/67) Fuel Storage Installations for Jordan Petroleum Refinery Co. Ltd. August 15. E.S.B. 26265/67.*

KENYA

(133/67) Refrigeration Plant for Mwanza Town Council. July 31. E.S.B. 26795/67.

LEBANON

(129/67) Testing Bench: Machine Tools for Lebanese State Railways. August 9. E.S.B. 25864/67.

LIBYA

Central Tenders Board:
(132/67) Television Transmission Towers. (Further Information.) Closing date postponed to October 9. E.S.B. 17442/67.
(132/67) Construction of Radio and TV Centres. (Further Information.) Closing date postponed to October 9. E.S.B. 17443/67.

MALAGASY REPUBLIC

(129/67) Miscellaneous Equipment for Directeur General du Comema. September 18. E.S.B. 26219/67.*

MALAYSIA

(129/67) Chemicals for State Central Tenders Board. September 4. E.S.B. 25888/67.*

MOROCCO

(132/67) Data Processing Equipment for Caisse Nationale de Securite Sociale. August 31. E.S.B. 25800/67.*

MOZAMBIQUE

(129/67) Aircraft Spare Parts for DETA Airways. August 7. E.S.B. 25885/67.
Ports, Railways and Transport Department:
(129/67) Electrical Equipment. July 27. E.S.B. 25886/67.
(129/67) Locomotive and Wagon Spare Parts. July 28. E.S.B. 25887/67.

NETHERLANDS

Directorate of Waterways.
(133/67) Construction of Road. August 9. E.S.B. 26840/67.
(133/67) Road Surfacing. August 1. E.S.B. 26841/67.
(133/67) Road Surfacing. August 9. E.S.B. 26842/67.
(133/67) Construction of Road. August 8. E.S.B. 26846/67.
(133/67) Asphalting of Road. August 9. E.S.B. 26847/67.

NETHERLANDS ANTILLES

(130/67) Diesel Engines and Accessories for Administratie van Financien, Curacao. September 19. E.S.B. 25859/67.*

NEW ZEALAND

(133/67) Pencils for General Post Office. August 4. E.S.B. 26799/67.*

PAKISTAN

East Pakistan Industrial Development Corporation:
(133/67) Cranes. July 29. E.S.B. 26843/67.*
(133/67) Factory Lighting. August 10. E.S.B. 26844/67.
(133/67) Ammonia Plant Spare Parts. August 21. E.S.B. 26845/67.*
(132/67) Railway Track Material for Karachi Port Trust. (Further Information.) Closing date postponed to August 3. E.S.B. 18598/67.
(130/67) Steel for Pakistan Western Railway. July 26. E.S.B. 26300/67.
West Pakistan Water and Power Development Authorities:
(130/67) Measuring and Observing Instruments. August 14. E.S.B. 26261/67.
(131/67) Tri-axial Testing Machine. July 31. E.S.B. 26258/67.
(131/67) Compaction Control Equipment. July 31. E.S.B. 26259/67.
(131/67) Density Control Unit. July 31. E.S.B. 26260/67.

SINGAPORE, REPUBLIC OF

(133/67) Laboratory Equipment for Central Supplies Office. July 26. E.S.B. 26802/67.

SOUTH AFRICA

Cape Provincial Tender Board:
(133/67) Road Markers. July 28. E.S.B. 26774/67.*
(133/67) Medicinal Supplies. July 28. E.S.B. 26776/67.*
(133/67) Handicraft Tools. July 28. E.S.B. 26769/67.*
(133/67) Drawing Sets; Nibs. August 1. E.S.B. 26770/67.*
(133/67) Nainsook. July 28. E.S.B. 26771/67.*
(133/67) Laboratory Instruments. August 1. E.S.B. 26772/67.*
(133/67) Steel Bars. July 28. E.S.B. 26775/67.*
(131/67) Omnibuses for Durban Transport Management Board. August 11. E.S.B. 26280/67.*
(133/67) Trains for South African Railways and Harbours. (Advance Information.) E.S.B. 26633/67.
(132/67) Pipe Bending Machines for State Tender Board. July 27. E.S.B. 26743/67.*
Transvaal Provincial Tender Board:
(129/67) Antibiotics. July 28. E.S.B. 26209/67.*
(129/67) X-ray Units. July 28. E.S.B. 26210/67.*

SPAIN

(132/67) Refrigeration Vans for Ministerio de Comercio. September 12. E.S.B. 26722/67.*
(129/67) Refrigeration Units for Ministerio de Industria. August 14. E.S.B. 25808/67.*
(131/67) Construction of Toll Roads for Ministerio de Obras Publicas. (Further Information.) Tender documents (in English) now available. E.S.B. 24843/67.*

SUDAN

Ministry of Works:
(129/67) Pumps and Accessories. July 29. E.S.B. 26203/67.*
(129/67) Pressed Steel Water Tanks. July 29. E.S.B. 26204/67.*
Sudan Gezira Board:
(129/67) Baling Hoops. August 9. E.S.B. 26207/67.*
(129/67) Jute Materials. July 29. E.S.B. 26208/67.*
Sudan Railways:
(134/67) Weighbridges. August 2. E.S.B. 26857/67.*
(134/67) Goods Shed. July 26. E.S.B. 26858/67.*

TANZANIA

(131/67) Milking Machine for Central Tender Board. July 27. E.S.B. 26711/67.

THAILAND

(129/67) Steel Sheets and Plates for Directorate of Air Engineering. July 28. E.S.B. 25881/67.*
(129/67) Capacitors for Metropolitan Electricity Authority. August 15. E.S.B. 25873/67.*
(129/67) Contractors' Equipment for Royal Irrigation Department. August 1. E.S.B. 25877/67.*
State Railway:
(131/67) Leather Cloth. August 4. E.S.B. 26727/67.
(131/67) Lighting Fittings. August 3. E.S.B. 26734/67.
(131/67) Battery Charging Set. August 2. E.S.B. 26735/67.
(131/67) Power Factor Improving Equipment. August 3. E.S.B. 26736/67.
(132/67) Truck. August 3. E.S.B. 26737/67.*

TURKEY

(132/67) Tyres and Tubes for Allied Land Forces Command. August 1. E.S.B. 26744/67.*
(129/67) Elements for Oil Filters for General Directorate of P.T.T. August 1. E.S.B. 25894/67.*
(130/67) Traffic Light Installation for Istanbul Belediye Riyasentine. September 5. E.S.B. 26255/67.
(129/67) Hospital and Laboratory Equipment for Social Insurance Association. August 1. E.S.B. 25893/67.*
(129/67) Electric Motors for State Hydraulic Works. July 26. E.S.B. 25891/67.*

URUGUAY

(131/67) Iron Sheet and Pipe for National Ports Administration. August 1. E.S.B. 26729/67.
State Oil and Alcohol Monopoly:
(131/67) Pressed Amianthu. August 9. E.S.B. 26730/67.
(131/67) Paint. July 26. E.S.B. 26731/67.
(131/67) Copper Ingots. August 8. E.S.B. 26732/67.
(131/67) Bauxite. August 10. E.S.B. 26733/67.

VIETNAM

Central Purchasing Authority:
(131/67) Music Books. July 28. E.S.B. 26705/67.*
(131/67) Industrial Cleaners. July 28. E.S.B. 26728/67.*

ZAMBIA

Central Supply and Tender Board:
(131/67 Hospital Equipment. July 28. E.S.B. 26706/67.*
(131/67) Hospital Equipment. August 4. E.S.B. 26707/67.*
(131/67) Hospital Equipment. August 4. E.S.B. 26708/67.*

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Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Australia
(130/67) Agency inquiry for audio and sound accessories; constructional kits; hardware; machine tools; motor car components; photographic accessories; sporting goods; toys. E.S.B. 2549/67.
(130/67) Agency inquiry for dresses. E.S.B. 26032/67.
(132/67) Agency inquiry for beauty kits; educational aids; health equipment; prints and reproductions. E.S.B. 25935/67.
(132/67) Agency inquiry for motor car components and accessories. E.S.B. 26187/67.

Austria
(133/67) Inquiry for cosmetics; cosmetic containers and parts. E.S.B. 23522/67.

Bahamas
(130/67) Inquiry for cotton curtaining; cotton trousers. E.S.B. 26094/67.
(131/67) Inquiry for confectionery; foodstuffs. E.S.B. 26095/67.

Bolivia
(132/67) Agency inquiry for steam boiler. E.S.B. 26443/67.

Brazil
(130/67) Agency inquiry for chemical products; hospital equipment; medical and surgical supplies. E.S.B. 23365/67.

Canada
(129/67) Agency inquiry for tweed coatings. E.S.B. 24757/67.
(134/67) Agency inquiry for builders materials and supplies concrete making machinery and moulds; drawing office equipment and materials; hoists; tools. E.S.B. 26483/67.
(129/67) Inquiry for educational toys. E.S.B. 26137/67.
(131/67) Inquiry for roller conveyors. E.S.B. 26409/67.
(133/67) Inquiry for steel forgings. E.S.B. 23545/67.
(134/67) Inquiry for foodstuffs. E.S.B. 21832/67.

Colombia
(132/67) Concessions for consignments of small value E.S.B. 1209/G.

Denmark
(134/67) Agency inquiry for marine equipment. E.S.B. 25668/67.

Fiji
(132/67) Agency inquiry for conduit tubes and fittings; electric cables; electrical fittings; fluorescent tubes and fittings. E.S.B. 26439/67.

Finland
(133/67) Agency inquiry for marine equipment; transceivers. E.S.B. 26374/67.
(130/67) Inquiry for radiographical equipment. E.S.B. 21688/67.
(132/67) Inquiry for road studs. E.S.B. 37429/66.

Formosa
(129/67) Tenders – successful bidders. E.S.B. 19699/67.

France
(130/67) Agency inquiry for paper making machinery and equipment; plastics making machinery and equipment. E.S.B. 26383/67.
(134/67) Agency inquiry for electronic components measuring instruments. E.S.B. 23281/67.
(132/67) Strasbourg – British Shopping Week. E.S.B. 1209/G.
(134/67) Inquiry for electrical equipment. E.S.B. 26459/67.

France/Bulgaria
(132/67) Trade Agreement. C.R.E. 6636/G.

Germany, Federal Republic of
(129/67) Agency inquiry for packaging machinery; printing machinery. E.S.B. 19262/67.
(129/67) Agency inquiry for steel products. E.S.B. 24560/67.
(129/67) Agency inquiry for women's clothing. E.S.B. 25939/67.
(134/67) Agency inquiry for blueprinting machines; paper. E.S.B. 18816/67.
(134/67) Inquiry for cold storage appliances; control equipment; electric motors; electrical household goods; generators; heaters; insulation materials; pumps. E.S.B. 14099/67.
(134/67) Manufacture under licence – chemical products. E.S.B. 26451/67.

Greece
(129/67) Agency inquiry for piston and scraper rings; winch spare parts and accessories. E.S.B. 25163/67.
(130/67) Agency inquiry for textile fabrics. E.S.B. 15382/67.
(130/67) Agency inquiry for vacuum flasks. E.S.B. 26027/67.

Iran
(130/67) Agency inquiry for submersible pumps. E.S.B. 21563/67.

Irish Republic
(134/67) Inquiry for fibre-glass yarns. E.S.B. 26657/67.

Israel
(130/67) Inquiry for grain dryers. E.S.B. 25087/67.

Italy
(131/67) Agency inquiry for earth-moving equipment, parts and accessories; fork lift truck and accessories; tractor parts and accessories. E.S.B. 26355/67.
(131/67) Agency inquiry for wallpaper. E.S.B. 26109/67.
(133/67) Inquiry for chemicals; food industry raw material; medicinal and pharmaceutical specialities; pharmaceutical raw material. E.S.B. 25137/67.

Jamaica
(134/67) Agency inquiry for pumps. E.S.B. 26527/67.

Jordan
(131/67) Inquiry for consultancy services. E.S.B. 26428/67.

Kenya
(131/67) Agency inquiry for cranes; hose couplings; man-hole covers; tank fittings. E.S.B. 24399/67.
(132/67) Agency inquiry for electrical equipment. E.S.B. 11465/67.
(129/67) Inquiry for pharmaceutical equipment and machinery. E.S.B. 25606/67.

Lebanon
(130/67) Agency inquiry for castors. E.S.B. 26016/67.

Malta
(130/67) Agency inquiry for cosmetics; foodstuffs; pharmaceuticals. E.S.B. 26168/67.
(131/67) Agency inquiry for chandeliers; chinaware; electric fans; kitchen utensils; shades and parchment rolls. E.S.B. 25647/67.

Mexico
(131/67) Agency inquiry for food processing machinery; packaging machinery; pharmaceutical industry machinery. E.S.B. 26156/67.

Nepal
(130/67) Inquiry for buttons; cigarette lighters; electric shavers; radios; spectacles; tape recorders; typewriters; watches. E.S.B. 26131/67.

Netherlands
(130/67) Report on the market for engineers' small tools and garages. E.S.B. 29584/66.

New Zealand
(133/67) Agency inquiry for vehicle wheels. E.S.B. 7059/67.
(134/67) Inquiry for analogue tutors. E.S.B. 26587/67.

Pakistan
(132/67) Agency inquiry for chemicals; educational laboratory equipment; scientific instruments. E.S.B. 26303/67.
(133/67) Agency inquiry for railway wagon parts. E.S.B. 26322/67.
(132/67) Inquiry for letterpress printing machines. E.S.B. 26571/67.
(132/67) Inquiry in respect of window frames. E.S.B. 26004/67.

Saudi Arabia
(129/67) Inquiry for textiles. E.S.B. 22890/67.

South Africa
(130/67) Agency inquiry for agricultural tools and equipment; crockery; engines; hand tools; hardware; industrial fasteners; lawn mowers. E.S.B. 23421/67.
(130/67) Agency inquiry for curtaining. E.S.B. 26351/67.
(130/67) Agency inquiry for safety equipment. E.S.B. 26078/67.
(131/67) Agency inquiry for chemicals. E.S.B. 26080/67.
(132/67) Agency inquiry for jam. E.S.B. 10980/66.
(133/67) Agency inquiry for china; cutlery; earthenware; glassware; jewellery; kitchenware. E.S.B. 26152/67.

Spain
(130/67) Agency inquiry for machine tools. E.S.B. 21881/67.

Sweden
(132/67) Agency inquiry for cotton wipers; electrical supplies; hoses and hose clips; insulating materials; plastics raw materials; wire. E.S.B. 19596/67.
(132/67) Agency inquiry for millinery. E.S.B. 26479/67.
(133/67) Agency inquiry for transceivers. E.S.B. 26581/67.
(132/67) Hotel accommodation. C.R.E. 9180/G.

Switzerland
(130/67) Agency inquiry for hydraulic packings. E.S.B. 26200/67.
(134/67) Agency inquiry for knives. E.S.B. 26458/67.
(131/67) Inquiry for medical equipment. E.S.B. 26403/67.
(134/67) Inquiry for jersey material. E.S.B. 25150/67.

Turkey
(130/67) Agency inquiry for consultancy services. E.S.B. 26136/67.

Uganda
(132/67) Inquiry for light bulbs; wallets; writing pad folders. E.S.B. 26497/67.

United States of America
(129/67) Inquiry for edible nuts. E.S.B. 26116/67.
(130/67) Inquiry for musical instruments and accessories. E.S.B. 26141/67.
(131/67) Inquiry for dies; steel shafts. E.S.B. 17967/67.
(131/67) Inquiry for men's shirts. E.S.B. 26316/67.
(134/67) Inquiry for knives. E.S.B. 26500/67.

Uruguay
(130/67) Inquiry for freeze-drying plant. E.S.B. 26024/67.

Venezuela
(132/67) Agency inquiry for artificial sausage casings. E.S.B. 25985/67.

Vietnam
(129/67) Inquiry for cable-making machines and accessories; printing machines; PVC extruders; welding machines; wire making machines and raw materials. E.S.B. 25914/67.

Yugoslavia
(132/67) Agency inquiry for laboratory equipment; medical equipment. E.S.B. 10088/67.
(134/67) Agency inquiry for air conditioning equipment; catering equipment; diesel engines; navigational instruments; paint; pumps; sports goods and equipment; steel. E.S.B. 10122/67.
(130/67) Inquiry for steel ball production machinery. E.S.B. 26172/67.

† **For further details of the 'Export Service Bulletin' see page 118.**

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

Duty quota for benzene

THE FRENCH *Journal Officiel* of June 28 announced the amount of the duty-free quota for benzene for use other than as a carburant or fuel (Tariff No. 29-01 DI b 1). During the half year July 1 to December 31, 1967 inclusive, the quota has been fixed at 44,000 metric tons net.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

Imports of goods from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of June 29 announced the opening of the quotas for the import of British goods into France for the second half of 1967. Details are as follows:

I – Quotas for which import licences will be examined as and when they are received

Applications for import licences for the following products, on form AC and accompanied by a pro-forma invoice, should be made to the Direction Générale des Douanes et Droits Indirects, Division des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris, 9e, from June 29, when they will be examined as and when they are received.

Quota No.	Tariff No.	Description
4	06-02 C II b 2	Hothouse and greenhouse plants
5	Ex 06-03	Cut flowers
7	Ex 15-07, ex 16-04, 17-02 F, 20-01, ex 20-02, ex 20-06, ex 21-07	Products of the food industry (1)
19	23-07 ex B	Animal feeding stuffs with a base of whale protein and pet foods
21	38-14 B I	Oil additives
37	85-15 C II ex a	Assemblies of pieces forming parts of radio electric apparatus and containing crystal diodes, triodes or other crystal valves including transistors
42	Ex 88-02	Light aircraft
43	89-01 B ex I	Light boats and replacement parts
53	Various	Miscellaneous (2)

(1) The methods of application for import licences for these products were laid down in a general notice to importers published in the *Journal Officiel* of January 26, 1963, page 923.
(2) This quota is reserved for the import of restricted goods which are not named in the agreement or in global quotas.

II – Quotas to be administered in Britain

Applications for import licences for the following products may be submitted to the Direction Générale des Douanes et Droits Indirects, Division des Autorisations Commerciales (Importations), 8 rue de la Tour-des-Dames, Paris, 9e, as from June 29, when they will be examined as and when they are received.

Import licence applications must bear in block letters the words 'Importations de Grande Bretagne Post No. . . .' and must be accompanied by a pro-forma invoice or quota certificate endorsed by the appropriate British authority. The names of these authorities are given below.

Quota No.	Tariff No.	Description and name of authority
9	17.04 A (1)	Confectionery – Board of Trade, Commercial Relations and Exports Department
14	Ex 20.04, ex 20.05, ex 20.06	Mincemeat and lemon curd – Food Manufacturers' Federation
15	Ex 20.05	Jams – Food Manufacturers' Federation
15 bis	Ex 20.05	Marmalade made from citrus fruit or ginger – Food Manufacturers' Federation
16	20.07 A, ex B	Fruit juices – Food Manufacturers' Federation
17	Ex 21.07	Fruit and other essences – Essence Export Group
18	22.09 C ex I	Rum – Rum Importers' Association of Great Britain

(1) Tariff headings 17.04 C I and II and 18.06 have been deleted from quota number 9 following recent liberalization measures.

The attention of exporters is drawn to the regulations for the import of goods under bilateral quotas, published in the *Board of Trade Journal* dated March 17, 1967, page 735. Quotas numbers 6, 11, 12 and 13 have been abolished on account of the recent liberalization measures.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479/480).

IRISH REPUBLIC

Suspended duties on some iron and steel products

THE GOVERNMENT of the Irish Republic have made an Order entitled the 'Imposition of Duties (Iron and Steel Products) Order, 1967'.

The effect of the Order, which came into operation on July 1, 1967, is to extend until December 31, 1967, the suspension of the duties on certain bars, rods, angles, shapes, sections, sheets and plates, of iron and steel, at the following tariff headings:

73.10 (A) (1) (b)
73.10 (A) (2) (b)
73.10 (A) (3) (a) (ii)
73.11 (B) (2) (b)
73.11 (B) (3) (a) (ii)
73.11 (B) (4) (a) (ii)
73.13 (B) (1) (b)

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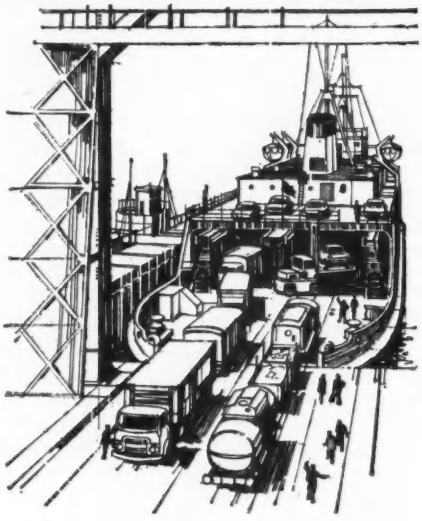

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3 Insecticides for the control of cockroaches, flies, mosquitoes, etc.

The Rentokil Organisation with its wide interest in all aspects of Pest Control and Property Maintenance is also interested in marketing new products in the U.K. If your Company has any developments in these relevant fields, or products of a house hygiene nature, we would be pleased to hear from you.

RENTOKIL is the largest and most comprehensive Pest Control organisation in the world. It has five factories manufacturing its various products, offices throughout Great Britain and in many countries overseas, and it provides a unique service. Principals and interested parties are invited to write to A. F. McIntosh.

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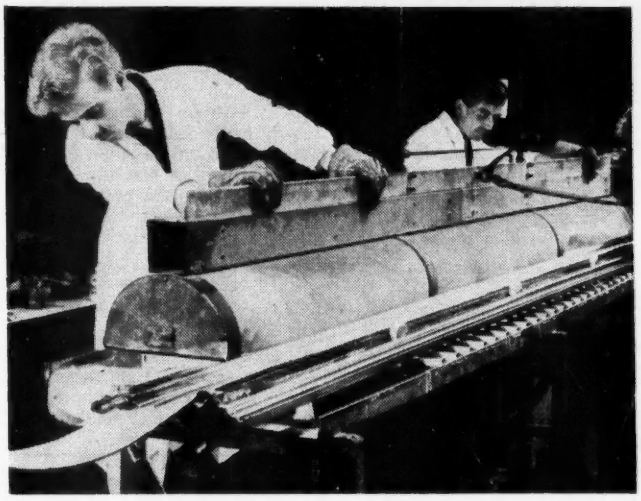
Translations of EEC and EURATOM Regulations

THE FOLLOWING FURTHER translations of EEC and EURATOM Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
EEC		
159/66	Laying down further provisions for the common organization of the market in fruit and vegetables	1s. 6d. (1s. 9d.)
182/66	Abolishing the additional amount of the levy on farmyard poultry eggs in shell originating in Hungary or Rumania	5d. (8d.)
183/66	Regarding the non-fixing of the additional amount of the levy for South African eggs	5d. (8d.
184/66	On collecting, checking and transmitting statistics obtained with a view to determining revenues of agricultural holdings	1s. (1s. 3d.)
185/66	Determining what are to be intervention centres for olive oil other than the main centres	5d. (8d.)
186/66	On certain conditions for granting aid in respect of olive oil.	5d. (8d.)
187/66	On the granting of a refund to producers in respect of maize groats and meal used in the brewing industry	5d. (8d.)
188/66	Authorizing the Kingdom of Belgium, The Federal Republic of Germany, The French Republic and The Italian Republic to increase the levies applicable to certain imports of beef and veal from third countries	8d. (11d.)
189/66	Concerning glucose and lactose	10d. (1s. 1d.)
190/66	Amending Regulation No. 113/64 of the Council concerning the control of intra-Community trade in powdered milk for cattle feeding stuffs	8d. (11d.)
193/66	Fixing levies in the olive oil sector	8d. (11d.)
201/66	Amending Regulation No. 63 determining the emoluments of members of the Commission.	5d. (8d.)
206/66	On the contribution of the European Agricultural Orientation and Guarantee Fund towards repairing the damage caused by the disastrous floods in certain regions of Italy during Autumn 1966	8d. (11d.)
207/66	Laying down new provisions to prevent deflection in intra-Community trade in frozen beef and veal	8d. (11d.)
208/66	Laying down the additional amount of the levy on slaughtered guinea-fowl	5d. (8d.)
209/66	Amending Regulation No. 79/66 as regards the conversion coefficient applicable to whole poultry wings on the bone	5d. (8d.)
211/66	Laying down an additional quality class to the common standard of quality in respect of certain fruits and vegetables.	1s. 6d. (1s. 9d.)
212/66	On the drawing up of certain model control documents referred to in articles 6 and 9 of Council Regulation No. 117/66 on the introduction of common rules for international road transport of passengers by motorcoach and bus	1s. 6d. (1s. 9d.)
213/66	Amending Regulation No. 70 with a view to fixing coefficients of equivalence for Greek Durum Wheat and Mexican Sorghum offered on the World Market and the standard of quality in respect of which the threshold price is fixed	5d. (8d.)
214/66	Amending the list of products in Regulations Nos. 19 and 13/64	8d. (11d.)
215/66	On the levy system applicable to animal feeding stuffs based on dairy products and powdered milk	1s. 6d. (1s. 9d.)
216/66	On the levy system applicable to certain categories of compound animal feeding stuffs based on cereals and rice.	1s. (1s. 3d.)
217/66	On the system of suspension of the levy on imports of olive oils used in the preservation of certain products	5d. (8d.)
218/66	On monthly increases in the market target price, the intervention price and the threshold price of olive oil in respect of the 1966/1967 marketing season	5d. (8d.)
220/66	Continuing Regulation No. 110/66 authorizing the Italian Republic to suspend totally the customs duties and levies on imports from third countries of live animals of the bovine species, of domestic species, other, of a maximum weight of 300 Kg. per head. (CCT No. Ex 01.02 A II)	5d. (8d.)
221/66	Adapting and fixing the sluice-gate prices for pigs, pigmeat and products based on pigmeat, in respect of imports made during the first quarter of 1967	10d. (1s. 1d.)
224/66	Derogating from certain provisions of Regulation No. 17/64 on obtaining aid from the European Agricultural Orientation and Guarantee Fund, Orientation section, in respect of the years 1966 and 1967	5d. (8d.)
225/66	Continuing Regulation No. 3/63 on commercial relations with state-trading countries with respect to certain agricultural products	5d. (8d.)
227/66	Continuing Regulation No. 21/63 derogating temporarily from the common standards of quality for citrus fruit	5d. (8d.)
228/66	Amending the additional amount of levy for liquid or frozen egg yolks	5d. (8d.)
230/66	Fixing the levies in the olive oil sector	8d. (11d.)
12/67	Fixing conversion coefficients to be applied to the purchase price for mandarines laid down in council Regulation No. 4/67	5d. (8d.)
EURATOM		
8/66/EURATOM and 196/66/EEC. Amending the Council's Regulation determining the emoluments of members of the Court of Justice		8d. (11d.)
9/66/EURATOM and 197/66/EEC. Amending the Regulation determining the emoluments of members of the Court of Justice		8d. (11d.)
11/66/EURATOM. Amending Regulation No. 14 determining the emoluments of members of the Commission		8d. (11d.)
15/66/EURATOM and 222/66/EEC. Amending the percentage factors to be applied in adjustment of officials' remuneration and pensions		10d. (1s. 1d.)
16/66/EURATOM and 223/66/EEC. Continuing the period for which the standard temporary allowance referred to in Annex VII, Article 4A, of the Service Regulations for Officials shall be granted		5d. (8d.)
17/66/EURATOM. Granting exemption from application of the rules in the chapter on supply in respect of the transfer of small quantities of ores, source material and special fissile material		8d. (11d.)



Preparation before moulding of an escalator handrail at the Burton-on-Trent factory of BTR Industries Limited prior to its dispatch to Seville, Spain, where it is to be installed in a departmental store. BTR has exported more than 150 sets of these rubber handrails this year – in lengths of up to 100 ft., at a cost of over £30,000 – to Germany, France, Malaysia, South Africa and New Zealand. Two 80 ft. rails are currently in use in Montreal at the Canadian Prestige Pavilion, Expo '67.

Trade in processed agricultural goods

THE *Board of Trade Journal* of June 16, 1967, contained an announcement about the Regulations and Decisions approved by the Council of the European Economic Community to institute a common system of trade for certain goods derived from the processing of agricultural produce. Regulation No. 117/67/CEE referred to in that announcement laid down the variable element of the import charge for the month of June 1967.

The *Journal Official des Communautés Européennes*, No. 132 of June 29, 1967, contains the text of Regulation No. 185/67/CEE dated June 28, 1967, determining the variable element of the import charge applicable for the period July 1, 1967 to September 30, 1967 to imports into member states of goods covered by Regulation No. 160/66/CEE.*

The *Journal Official des Communautés Européennes*, No. 135 dated June 30, 1967, contains the text of Regulation No. 216/67/CEE amending Article 14 of Regulation No. 160/66/CEE.* Article 14 deals with refunds on exports to third countries.

The French text of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479). Unofficial translations of these two regulations will be published by HMSO in due course and information about these will be given in the *Board of Trade Journal* under the heading 'Further translations of EEC Regulations.'

*See *Board of Trade Journal*, December 2, 1966.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

YUGOSLAVIA

Import liberalization

UNDER THE PROVISIONS of the Yugoslav Law on Foreign Exchange Transactions of July 14, 1966, which came into force on January 1, 1967, imports into Yugoslavia have been classified into one of six categories. A summary of these categories was published in the *Board of Trade Journal* of March 3, 1967, page 610.

Since the beginning of the year the following commodities have been reclassified under different categories:

Coffee: Special Commodity Quota (RK) – formerly on Conditionally Free Import (LBO);
Cigarettes: Global Foreign Exchange Quota (GDK) – formerly on Special Commodity Quota (RK);
Cigars: Global Foreign Exchange Quota (GDK) – formerly on Special Commodity Quota (RK).

A translation of the list of goods, classified into their respective import (and export) categories, may be seen at Export Services Branch, Tariff Section, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 449).

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ISRAEL

Liberalization of imports

THE FOLLOWING amendments have been made to the list of goods which can be imported into Israel without an import licence.

Item		
29.42	Delete	Quinidine.
59.01-1010	(New item)	Filters used in the production of cigarettes.
71.05	Delete	Excluding soldering wire.
	Add	Excluding soldering wire made of silver.
32.05	Add	Toluidine red, pigment red of all kinds.
		Harsa yellow, pigment yellow of all kinds.
29.15	Delete	Phtalic acids and its esters.
	Add	Phtalic acids.
85.09	Replace	Sirens of a kind used for motor vehicles.
	By	Sirens of a kind used for motor vehicles excluding musical sirens.
98.01.200	(New item)	Cuff links and parts thereof.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

GHANA

Devaluation of the New Cedi

TELEGRAPHIC INFORMATION has been received of a speech made on July 8 by Brigadier A. A. Afrifa, the member of the National Liberation Council responsible for the economic and financial departments, announcing the devaluation of the New Cedi by 30 per cent to seven shillings. The previous rate was 1 New Cedi = 10 shillings. In addition the following measures were outlined:

(i) The producer price for a 60 lb. load of cocoa would be raised to 6.50 New Cedis from 5.00.
(ii) The basic minimum wage would be 70 New Pesewas instead of 65.
(iii) Wages and salaries of Government employees would be increased by 5 per cent.
(iv) A new policy would soon be announced for the liberalization of remittances of profits and dividends by expatriate firms.
(v) Imports of nearly all spare parts, chemicals, pharmaceuticals and insecticides and a few other commodities would be put on Open General Licence.
(vi) To moderate price increases, import duties and sales taxes would be eliminated or reduced for such basic commodities as meat, fish, milk, rice, flour, sugar, petrol and kerosene.

Further details will be published as soon as they are available; any inquiries on this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

RHODESIA

Decimal currency

IT HAS BEEN announced in Salisbury that at some future date a decimal currency system is to be introduced in Rhodesia.

The decimal currency units shall be the Rhodesian dollar (abbreviated as $ or for international purposes as R$) and the Rhodesian cent (abbreviated as c) of which 100 shall be equal to the Rhodesian dollar. One pound in terms of the old currency system shall be equal to two Rhodesian dollars in terms of the new currency system. One shilling in terms of the old currency system shall be equal to 10 Rhodesian cents in terms of the new currency system. One penny in terms of the old currency system shall be equal to ten-twelfths of one Rhodesian cent in terms of the new currency system.

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of June 2, 1967 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
85-15 A III c	Television receivers whether or not incorporating a radio receiver.

Existing orders could be admitted quota-free until June 3, 1967.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

Import restrictions

THE ALGERIAN *Journal Officiel* of June 2, 1967, announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
60-04 B	Undergarments, knitted or crocheted, not elastic nor rubberized, of synthetic or artificial textile fibres, wool or animal hair (fine), flax, ramie, cotton, hemp, genista or other textile materials (except sports garments of colours other than plain white)

Existing orders may be admitted quota-free until June 3, 1967.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 479-481).

REPUBLIC OF MAURITANIA

Global quotas 1967

IT HAS BEEN announced in Nouakchott, Mauritania, that the following quotas are available to established importers for the current year for countries outside the European Economic Community (for which separate allocations have been made):

Quota No.	Description	Quota values in '000 French francs
1	Dairy produce	100
2	Cereals (other than wheat)	7,928
3	Beer	50
4	Various beverages	330
5	Sugar and confectionery	6,329
6	Other food preparations and products	12,820
7	Tobacco	400
8-9	Salt, cement, sulphur, coal, non-ferrous metals	2,000
10	Mineral oil products	1,479
11-14	Pharmaceuticals, plastics, chemicals, rubber	3,500
15	Printed cotton fabrics	200
16	Non-printed cotton fabrics	200
18	Knitted ware	100
19	Household articles, tools, etc.	1,500
20	Mechanical and optical equipment	500
21	Mechanical appliances and parts thereof	17,000
22	Motorcars, cycles and spare parts	6,871
23	Tractors and spare parts	2,000
24	Miscellaneous, general provision	700
	Requirements of Société Minière de Mauritanie (SOMIMA)	14,000

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

SIERRA LEONE

Customs tariff changes

TELEGRAPHIC INFORMATION has been received from Sierra Leone about certain changes to the Customs Tariff announced in the Budget speech of June 30, 1967.

Comprehensive details have not yet been received, but it is hoped that this information will be available shortly.

Full details will be published as soon as possible, and in the meantime inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

MAURITIUS

Tax holidays for new industries

THE BOARD OF TRADE has received details of legislation for the encouragement of industry in Mauritius, including tax holidays for new industries.

Full details may be obtained from Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

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AUSTRALIA

Revision of Customs by-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the by-laws shown below:

New by-laws

The following goods will be admitted under by-law until further notice:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Colostomy and ileostomy appliances (including disposable bags imported with and for use therewith) and parts therefor. This by-law does not apply to: (a) disposable bags, imported with and for use with appliances, in excess of that determined by the Minister (b) Self-adhesive disposable bag type appliances NOTE: The Minister has approved for a quantity not exceeding 100 disposable bags per appliance being admitted under by-law in terms of the foregoing decision. Disposable bags are regarded as accessories and not parts. Non-disposable bags are regarded as parts. In respect of parts imported separately for colostomy or ileostomy appliances, a declaration on the face of the entry is to be required that the goods will be used only with or in connection with colostomy or ileostomy appliances, in respect of any parts having commercial use otherwise than with colostomy or ileostomy appliances	Various	Free
Indicating, measuring, recording regulating or controlling apparatus and parts therefor, for use otherwise than in steam raising or furnace applications, under security, as follows: (a) Actuators and parts therefor, to which sub-item 84.61.1 applies (b) Pneumatically operated control valves and parts therefor, to which paragraph 84.61.21 applies (c) Instruments and apparatus for measuring, checking or automatically controlling the flow, depth, pressure or other variables of liquids or gases or for automatically controlling temperature (including pressure gauges, thermostats, level gauges, flow meters, heat meters and oven-draught regulators) to which a tariff classification listed hereunder applies: paragraph 90.24.12 paragraph 90.24.13 paragraph 90.24.14 paragraph 90.24.15 paragraph 90.24.21 paragraph 90.24.22 paragraph 90.24.23 paragraph 90.24.24 sub-paragraph 90.28.251 sub-paragraph 90.28.267 (d) Parts of a kind: (i) used solely or principally with goods specified in sub-paragraph (c); and (ii) to which sub-item 90.29.9 applies	Various	Free
4-Methylpentan-2-ol	29.04	Free
Phenol di-sulphonic acids	29.07	Free
isoButyl methyl ketone	29.13	Free
Diacetone alcohol	29.13	Free
Ethyl methyl ketone	29.13	Free
Mesityl oxide	29.13	Free
Maleic anhydride	29.15	Free
4-Cyclohexylaminodiphenylamine	29.22	Free
N-phenyl-1-naphthylamine	29.22	Free
N-isopropyl-p-phenylenediamine	29.22	Free
N-phenyl-p-phenylenediamine	29.22	Free
NN'-dibutyl-p-phenylenediamine	29.22	Free
NN'-dioctyl-p-phenylenediamine	29.22	Free
NN'-diphenyl-p-phenylenediamine	29.22	Free
o-Phenylenediamine	29.22	Free
p-Phenylenediamine	29.22	Free
Condensates, being reaction products of diphenylamine with acetone	29.26	Free
Condensates, being reaction products of ethyl chloride with formaldehyde and ammonia	29.26	Free
Diphenylguanidine	29.26	Free
Di-o-tolylguanidine	29.26	Free
Dodecylguanidine acetate	29.26	Free
Hexamine	29.26	Free
Di-(o-cresyl) sulphide	29.31	Free
Manganese alkylenebisdithiocarbamates	29.31	Free
Tetramethylthiuram monosulphide	29.31	Free
N-cyclohexylbenzothiazolesulphenamide	29.35	Free
N-octylbenzothiazolesulphenamide	29.35	Free
N-oxydiethylenebenzothiazolesulphenamide	29.35	Free
Zinc mercaptobenzothiazole	29.35	Free
Prepared rubber accelerators with a basis of: (a) Condensates, being reaction products of diphenylamine with acetone; (b) Condensates, being reaction products of ethyl chloride with formaldehyde and ammonia; (c) N-oxydiethylenebenzothiazolesulphenamide; (d) N-octylbenzothiazolesulphenamide; or (e) N-cyclohexylbenzothiazolesulphenamide	38.15	Free
Condensates, being reaction products of diphenylamine with acetone	38.19	Free
Condensates, being reaction products of ethyl chloride with formaldehyde and ammonia	38.19	Free
Phenol-di-sulphonic acids	38.19	Free

Since the beginning of the year £30,000 worth of table paperware has been shipped by Cross Paperware Limited of Dunstable, to Australia. Now, in an effort to dominate the market there, Cross have appointed the Valentine Publishing Company Pty. Ltd., as the sole national distributor of its range. Seen here, Mr. L. W. Bayer (right), marketing director of Cross Paperware Limited, talks about Cross Napkins to Mr. E. Vogt, chairman and managing director of the Valentine Publishing Co. Pty. Ltd., of Australia (extreme left), and Mr. Peter Grose, managing director of P. G. Grose Pty. Ltd., who represents Cross Paperware's interest in Australia.

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Bimetallic wire of rectangular cross-section, of a kind commonly used for thermostatic purposes	75.02	Free
Expanders, tube, other than flaring tools	82.04	Free
Gauges, as follows: Height, vernier; Slip, or planer and shaper gauges, and accessories therefor, being precision tools designed for use in engineering toolroom workshops	90.16	Free
Synchroscopes	90.28	Free

Amended by-laws

The following by-laws have been amended to apply to the goods as shown:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Decollating (separating) machines, designed for the separation of carbon papers and continuous business forms, as used in business machines, but not including two- and three-station decollators	84.54	Free
Bearings, roller, to which sub-item 84.62.9 applies and needles (rollers) therefor	84.62	Free
Capacitors, variable, high vacuum, being capacitors to which sub-item 85.18.3 or 85.18.9 applies	85.18	Free
Bushings, condenser kind, suitable for use at voltages of 15,000 or higher, for use in the manufacture or repair of electrical apparatus or appliances, under security NOTE: The mere assembly of such bushings to transformers imported without bushings is not regarded as compliance with the conditions of the above reference	85.25	Free
Surgical, dental and veterinary operating or examining tables, but not including surgical or dental examining tables in respect of which the Minister is satisfied suitably equivalent goods of Australian manufacture are reasonably available	94.02	Free

Cancelled by-laws

The following goods are removed from the provisions of by-law entry and will now be classified as indicated below:

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Vehicle components and parts therefor that are for use as original components in the assembly or manufacture of vehicles (other than motor cars, station wagons or motor car or station wagon derivatives) to which sub-item 87.01.1, 87.02.1 or 87.03.9 or paragraph 87.14.11 applies, under security, as follows:		

Goods	Classification and Duty under the British Preferential Tariff	
	Tariff Item	Rate of Duty
Coupling devices, known also as fifth wheels or turntables, for attaching semi-trailers to prime movers. The by-law still applies to these goods provided they are in direct transit to Australia on June 15, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 15, 1967, and are entered for home consumption on or before July 14, 1967 .	Various	Various
Vehicle parts of a kind used in vehicles of a kind to which sub-item 87.01.1, 87.02.1 or 87.03.9 or paragraph 87.14.11 applies:		
Coupling devices, known also as fifth wheels or turntables, for attaching semi-trailers to prime movers. The by-law still applies to these goods provided they are in direct transit to Australia on June 15, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 15, 1967, and are entered for home consumption on or before July 14, 1967 .	Various	Various
Wire, tape, for use in the manufacture of pneumatic rubber tyres, under security	73.14.100	5% Primage 5% (Other than wire having a cross-sectional dimension of 0·16 inch or less)
Plates and sheets, steel, as follows:		
Corrugated and/or plain, coated on both sides with a layer of natural asphalt, then a layer of asbestos felt and the whole covered with hard sealing compound. The by-law still applies to these goods provided they are in direct transit to Australia on June 15, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 15, 1967, and are entered for home consumption on or before July 14, 1967	73.15.720	$9 per ton Primage 10%
	73.15.790	27½%
Flaring tools, being tube expanders. The by-law still applies to these goods provided they are in direct transit to Australia on June 8, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 8, 1967, and are entered for home consumption on or before July 7, 1967 . .	82.04.990	27½%
Cocoa and confectionery enrobers. The by-law still applies to these goods provided they are in direct transit to Australia on June 15, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 15, 1967, and are entered for home consumption on or before July 14, 1967 . .	84.30.190	27½%
Decollating (separating) machines, being two- and three-station decollators designed for the separation of carbon papers and continuous business forms, as used in business machines. The by-law still applies to these goods provided they are in direct transit to Australia on June 15, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 15, 1967, and are entered for home consumption on or before July 14, 1967 . . .	84.54.990	27½%
Synchronizers (or synchroscopes), rotary, of a kind used in connection with the paralleling of alternators .	85.22.900	17½%
Cleaning apparatus, operating on the ultrasonic principle using generators with an average or continuous output up to 100 watts. The by-law still applies to these goods provided they are in direct transit to Australia on June 15, 1967, and are entered for home consumption within 21 days after importation; or in bond in Australia on June 15, 1967, and are entered for home consumption on or before July 14, 1967 . .	85.22.900	17½%
Appliances, colostomy and ileostomy, provided that this reference shall not apply to disposable bags, imported with and for use with appliances, in a quantity in excess of that determined by the Minister	90.17	See under new by-laws
Breathing appliances (including masks and similar respirators) of a kind designed to enable the wearer to breathe under water	90.18.310	Free

Special Advisory Authority inquiry result

A NOTICE WAS published in the *Board of Trade Journal* on June 9, 1967, to the effect that a reference had been made to the Australian Special Advisory Authority in respect of high tenacity man-made fibre yarns, polyester staple fibre and tow, raw normal tenacity yarns of polyester, polyamide and polyester waste.

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations the following temporary duties have been imposed:

(1) Raw yarns other than high tenacity industrial yarns wholly of, or of which not less than 50 per cent by weight of the man-made fibres are, continuous filament polyester fibres (tariff item 51.01.000): a temporary duty of $A0.15 per lb. and the amount, if any, by which the f.o.b. value is less than

(a) yarns of 40 denier and finer: $A1.75 per lb. less $A0.02 per denier,

(*Continued on next page*)

AUSTRALIA

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BOT 6/67

AUSTRALIA, *continued*

(b) yarns over 40 denier: $A1.05 per lb. less one-quarter of one per cent per denier.

(2) Discontinuous man-made fibres of polyesters (tariff item 56.01.99), continuous filament tow of polyesters (tariff item 56.02.9): a temporary duty of 35 per cent *ad valorem* and the amount, if any, by which the f.o.b. value is less than $A0.60 per lb.

These new duties do not apply to goods in transit on, or before, May 25, 1967. Further details will be published as soon as possible.

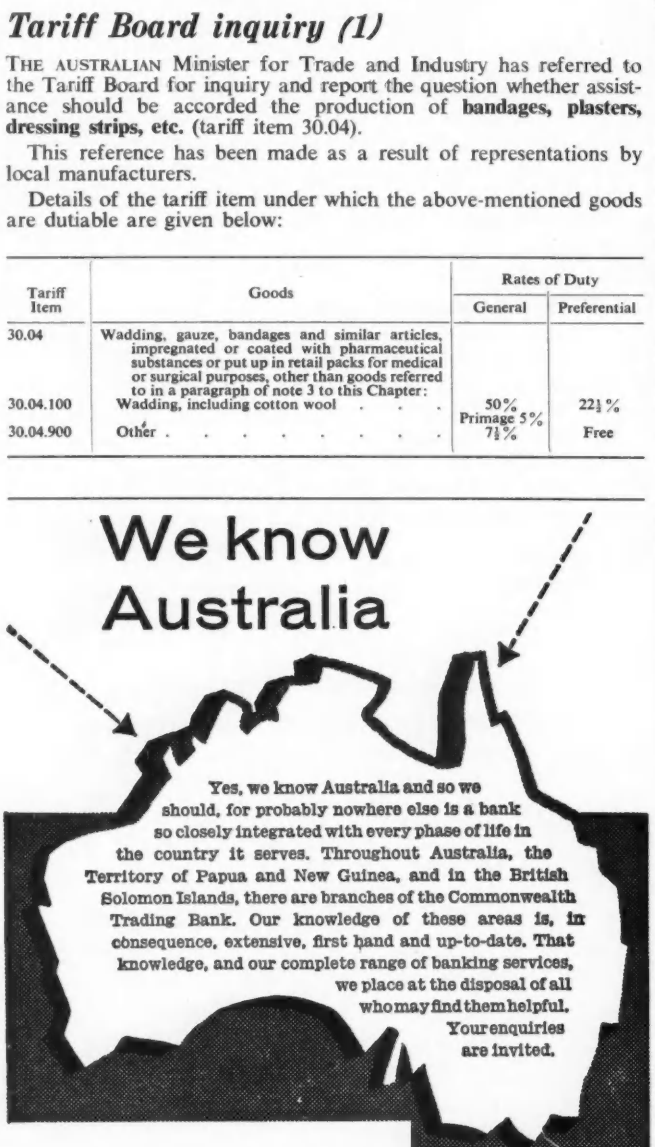
Tariff Board inquiry (1)

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **bandages, plasters, dressing strips, etc.** (tariff item 30.04).

This reference has been made as a result of representations by local manufacturers.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
30.04	Wadding, gauze, bandages and similar articles, impregnated or coated with pharmaceutical substances or put up in retail packs for medical or surgical purposes, other than goods referred to in a paragraph of note 3 to this Chapter:		
30.04.100	Wadding, including cotton wool . . .	50% Primage 5%	22½%
30.04.900	Other	7½%	Free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This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than July 31. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1524/67.

Tariff Board inquiry (2)

THE AUSTRALIAN MINISTER for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **chrome chemicals** (tariff items 28.21, 28.38.1, 28.47.1, 32.03.91 and 38.12.96).

This reference has been made as a result of representations by local manufacturers.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
28.21.000	Chromium oxides and hydroxides . .	25%	15%
28.38	Sulphates (including alums) and persulphates:		
28.38.100	Sodium sulphate; zinc sulphate; magnesium sulphate; chromium sulphate; aluminium ammonium sulphate; aluminium potassium sulphate; aluminium sodium sulphate; aluminium sulphate .	25%	15%
28.47	Salts of metallic acids:		
28.47.100	Sodium dichromate; potassium dichromate; sodium chromate; lead chromate; sodium aluminate	25%	15%
32.03	Synthetic tanning substances, whether or not mixed with natural tanning materials; artificial bates for pre-tanning (whether of enzymatic, pancreatic or bacterial origin or otherwise):		
*32.03.100	Artificial bates for pre-tanning . .	Free	Free
*32.03.9	Other:		
32.03.910	With a basis of chromium compounds	25%	15%
38.12	Prepared glazings, prepared dressings and prepared mordants, of a kind used in the textile, paper, leather or like industries:		
*38.12.100	Goods of a kind used solely or principally for dressing leather	47½% Primage 10%	22½% Primage 5%
*38.12.200	Goods having a basis of wax, not being goods falling within sub-item 38.12.1 .	$0·012 per lb. Primage 10%	$0·006 per lb. Primage 5%
*38.12.300	Opacifying preparations of a kind used solely or principally for delustring man-made fibres	37½% or, if higher, $0·007 per lb.	17½% or, if higher, $0·004 per lb.
38.12.9	Other:		
38.12.960	Of potassium dichromate, sodium dichromate or sodium chromate .	42½%	25%

* Shown for information only; does not form part of the reference.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than August 1.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 1545/67.

Special Advisory Authority inquiry

THE AUSTRALIAN MINISTER for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods:

Sodium dichromate and chromic acid (tariff items 28.21.000 and 28.47.100).

(*Continued on next page*)

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
28.21	Chromium oxides and hydroxides:		
28.21.100	Chromium trioxide; chromic oxide, whether or not hydrated	25%	15%
28.47	Salts of metallic acids:		
28.47.100	Sodium dichromate; potassium dichromate; sodium chromate; lead chromate	25%	15%

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318) quoting reference CRE 1248/67.

NEW ZEALAND

Revocation of some tariff concessions

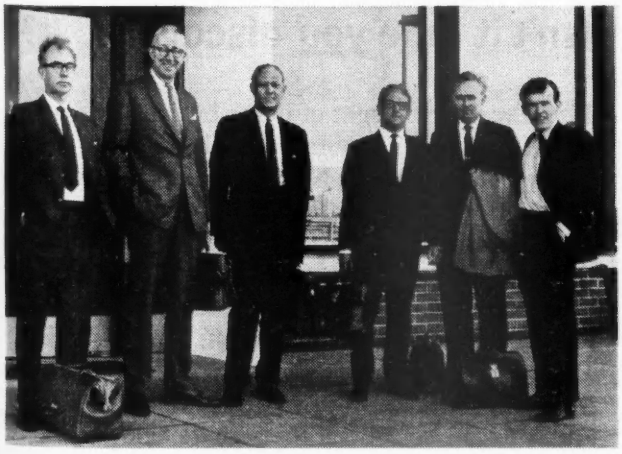
THE NEW ZEALAND Minister of Customs is reviewing the decisions approving the admission at concessionary rates of duty of certain items used solely in the fabrication and repair of goods in New Zealand under Item 448 of the former Tariff.

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked, with effect from July 1, 1967, as follows:

Vehicles:
The following materials on declaration by a manufacturer for use by him only in making forklift yarding machines:
Axles, drive.
Converters, torque.
Transmissions, power shift.

Details of the substantive tariff in force from July 1, 1967, can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11806/G.

This list may possibly contain words which are registered as trade marks in relation to certain kinds of goods.



Members of a Scottish Trade Mission to Czechoslovakia about to leave Prestwick Airport for Prague. The mission, sponsored by the Scottish Export Committee, and which left on July 2, had a variety of meetings arranged for their week's stay in Czechoslovakia. The group includes Mr. H. Porter, sales director, of The Motherwell Bridge & Engineering Company, Limited, who is to lead the CBMPE Mission to Saudi Arabia later in the year. Mr. Porter hoped to increase the Czechoslovakian market for United Kingdom petro-chemical plant.

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Budget 1967

THE PAKISTAN Minister of Finance presented the Budget for 1967/68 on June 10. In his introductory speech he briefly mentioned the various difficulties of the last two years and described the achievements to date of the Third Five-year Plan. The main Budget proposals include:

1. The customs tariff to be simplified by the abolition of the 15 per cent and 35 per cent *ad valorem* rates; duty on articles charged at the 15 per cent rate will now be 20 per cent, while the 35 per cent rate will be replaced by rates of either 30 or 40 per cent. Exceptions to this are semi-processed articles of iron, steel and non-ferrous metals which will continue at the 15 per cent rate, and buses and trucks at the 35 per cent rate. Duty on some luxury articles will be increased from 75 per cent to 100 per cent. There are also a number of other changes. As administrative measures the import trade control schedule will be brought into line with the Brussels Tariff Nomenclature, and a new Customs Act superseding the Sea and Land Customs Acts of 1878 and 1924 is to be introduced.

2. The cotton textile industry will be brought under the capacity system of taxation from January 1, 1968, and measures to do the same for the vegetable product industry will also be undertaken.

3. In order to encourage dividend distribution and to end the holding of excessive reserves, taxation is to be introduced on undistributed reserves in excess of 100 per cent of paid-up capital and lower rates of income tax will be levied on distributed profits. The reserve requirements of tax-holiday companies are to be reduced. Certain tax-concessions to small companies and other changes in connection with the capital gains tax and the inter-wing relationship of companies were also announced. A revised and simplified income tax law will be introduced later in the year, but in the meantime administrative measures to mitigate hardship and decrease fraud (by the use of chartered accountants) are to be introduced.

4. Rebate on wealth tax in respect of foreign assets will be extended to all residents of Pakistan regardless of their nationality.

5. A number of reductions in and exemptions from excise duty on articles in common use will be made.

6. Investment allowances will be liberalized and the tax exemption limit on dividend income is to be raised. Tax rebates on insurance companies will be reduced to the level of those on other companies, while other rebates on agricultural machinery, tea companies and manufacturer exporters were also announced.

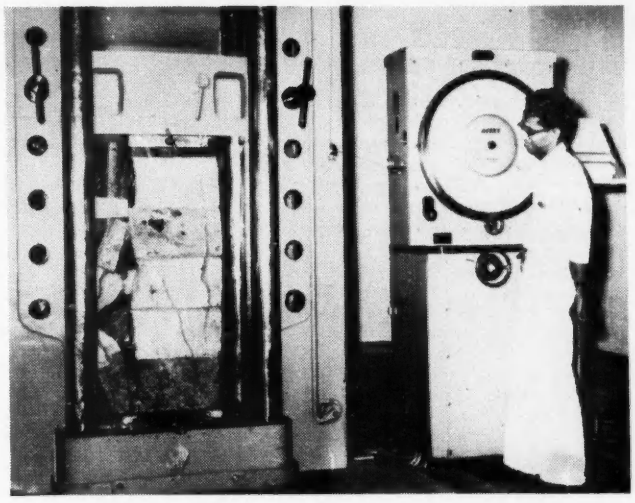
7. The existing rates of income tax will be reduced by 2½ per cent on each slab of income, and the highest rate of 70 per cent will be reached on incomes of 100,000 rupees as against the present 60,000 rupees. Other minor income tax concessions will also be made.

8. The refundable surcharge on income tax is to be maintained at the present level.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277).

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on oversea regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.



Concrete blocks crumbling under a breaking load of 20-tons during a destruction test using a W. & T. Avery 250-ton capacity universal testing machine in the Ceylon Public Works Department's Research Institute at Ratmalana. This machine provides facilities for making a wide range of compression and tension tests on bridge beams, concrete specimens and models of structures.

Shaking hands with Mr. H. J. Davis, a coal handling engineer, is Mr. D. F. Burns (right), of The Chaseside Engineering Company Limited, of Blackburn, Lancashire, who has a sales record of 1,000 loading shovels. The meeting took place at the Brunswick Wharf power station in East London, shortly after a second Chaseside SL 3000 had been handed over to the Central Electricity Board. It was the sale of this second machine to the CEGB at Brunswick Wharf which brought Mr. Burns' total to 1,000 machines sold in domestic and overseas markets in 17 years.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 84 of this week's Journal.

COLOMBIA

Prior deposit exemptions

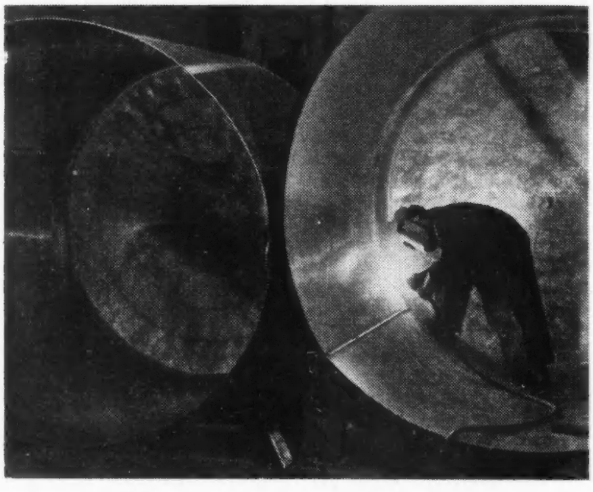
IT HAS BEEN reported by HM Embassy in Bogota that the Colombian Government has issued Decree No. 1178 of June 19, 1967 which extends to certain goods exemption from the requirement to pay a prior deposit. They are as follows:

(a) Capital goods and spare parts not for commerce which are imported by official and semi-official bodies, and capital goods which are imported for exploration and exploitation of mines;
(b) Capital goods, spare parts and raw materials imported by undertakings promoted and supported by the State and which currently have foreign debts guaranteed by the Government in accordance with Laws 123 of 1959, 9 of 1962 and 12 of 1965;
(c) Machinery and equipment destined for basic industries as defined by Law 81 of 1960, issued by the Council for Customs Policy and the General Customs Directorate;
(d) Books, periodicals and magazines of a scientific or literary nature which benefit the culture of the Colombian people, and equipment which allows for the production of such articles within the country;
(e) Sacramental wines in reasonable quantities.

'PICK-A-BACK' ARRANGEMENTS FOR EXPORT ASSISTANCE

A booklet, with a foreword by Mr. Douglas Jay, President of the Board of Trade, containing names and addresses of manufacturing firms who have offered to help other firms with export assistance has been published by Export Services Branch of the Board of Trade, in collaboration with the main organizations of British Industry.

Copies may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Reference 987 G.) Tel City 5757, Ext. 245 (Telex 25977), or from any Board of Trade Regional Office.



The first complete brewery to be supplied from Great Britain to Turkey is now under construction at the Silvertown, London Works of Williams, Fairclough Ltd. The £1 million contract was won by the firm in face of competition from German, French and Italian firms. Due for completion at the end of 1968, the 88 pure aluminium storage vessels needed to store the lager beer produced by the brewery are all being welded using British Oxygen pulsed arc welding equipment. Picture shows one of the 88 tanks being welded.

Import regulations

IT WAS ALSO reported by HM Embassy that the Colombian Government issued Decree No. 1165 of June 19, 1967 which establishes a short list of goods which may be imported without an import licence, registration of the import or a consular invoice. Imports must not exceed US $20 in value but certain kinds of books may be imported for up to US $40. The text of the Decree is as follows:

Article 1. Goods coming within the following Customs Tariff headings may be imported into the country, paying the corresponding Customs duties, without the requirements of an import registration or a prior licence and a consular invoice, in despatches of an f.o.b. value not exceeding US $20.

Tariff Heading	Description
28.50	Radio-active chemical elements and radio-active isotopes; compounds, inorganic or organic, of such elements or isotopes, whether or not chemically defined:
B	Radio-active isotopes:
I	For medical use
30.02	Antisera; microbial vaccines, toxins, microbial cultures (including ferments but excluding yeasts) and similar products:
A	Antisera:
I	For medicinal purposes
II	For veterinary purposes:
a	Antisera against swine fever
b	Other
B	Microbial vaccines:
I	Based on bacteria
II	Based on viruses:
a	Antirabic and antivariolous
b	Other
III	Other
C	Toxins
D	Other:
I	Microbial cultures, including ferments
II	Diagnostic reagents of microbial origin
III	Other
30.03	Medicaments (including veterinary medicaments):
B	Put up in measured doses or put up for retail sale:
II	Antibiotics and medicaments with a basis of antibiotics:
a	For parenteral administration:
1	Penicillin, streptomycin and mixtures thereof
2	Chloromycetin, oxytetracycline and mixtures thereof
3	Other
b	For ingestion by mouth
c	For ingestion other than by mouth
III	General or loca anaesthetics
IV	Plasma:
a	Human plasma
b	Synthetic human plasma substitutes
V	Other:
a	For veterinary purposes
b	For medicinal purposes:
1	For parenteral administration:
	aa Insulin
	bb Other
2	Other
49.01	Printed books, booklets, brochures, pamphlets and leaflets:
B	Other:
I	Technical, scientific and educational, lithurgical, braille and the like:
a	Technical, scientific and educational
b	Lithurgical
c	Braille and the like
II	Other:
a	Books
b	Booklets and similar printed matter
c	Other
49.02	Newspapers, journals and periodicals, whether or not illustrated:
B	Other
49.04	Music, printed or in manuscript, whether or not bound or illustrated
49.11	Other printed matter, including printed pictures and photographs:
B	Technical and commercial catalogues of imported products
92.02	Medical, dental, surgical or veterinary furniture (for example, operating tables, hospital beds with mechanical fittings); dentists' and similar chairs with mechanical elevating, rotating or reclining movements; parts of the foregoing articles:
B	Other:
I	Operating tables, tables for clinical examinations and the like; parts thereof:
II	Dentists' and similar chairs; parts thereof
III	Other (exclusively replacement parts and up to two identical items)

(1) In addition to the above-mentioned goods, it may be imported under the system of 'Minor imports', and provided they are not prohibited imports, replacement parts for the machines, apparatus and transport equipment coming within Chapters 84 to 90, both inclusive, of the Customs Tariff, and only up to 2 identical items; also chemical reagents with specifications of purity, in containers of less than five (5) kilograms.
(2) In the case of the books referred to in this article, despatches can be made up to a value of US $40 each.

Article 2. Components constituting a whole item may not be imported under the system of 'Minor imports' established by this Decree. In such a case, the Customs Administrator will order the confiscation of the goods by a Resolution – which may be appealed against before the Director General of Customs – and the importer may not make further 'Minor imports' for a period of one year counting from the date of the Resolution.

Article 3. The Commercial invoice and the identity card (Cedula de Ciudadania) of the consignee must be presented for the clearance of the goods referred to in this Decree, and this fact must be certi-

fied on the Customs Manifest.

Article 4. The Director General of Customs will issue the necessary rulings for the due compliance with the dispositions of this Decree.

Article 5. The Monetary Board will issue the rulings in respect of the payment for the imports referred to in this Decree.

Article 6. This Decree comes into force from June 19, 1967.

ARGENTINA

Modifications to imports

ARGENTINE GOVERNMENT DECREE No. 4426 of June 23 has modified the surcharges applicable to about 500 items in the Argentine Tariff. The main modifications are understood to concern raw materials for the organic and inorganic chemical industries, the surcharges of which have been reduced; the surcharges of motor cycles and scooters have been increased, however, from 90 per cent of the c.i.f. value to 140 per cent.

Inquiries relating to this notice should be addressed to Export Services Branch of the Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474/476).

URUGUAY

Temporary suspension of imports

HM EMBASSY at Montevideo report that on July 6 the Uruguayan Central Bank instructed commercial banks to suspend until July 15 all transactions involving sales of foreign exchange. This meant that all imports were likewise temporarily suspended.

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Trinidad and Tobago Open General Licence has been further amended:

(i) by the addition of the following new items:

048-01.01 ..... Rice processed but not reduced to a flour or meal (puffed rice, rice bubbles and other rice preparations),

732-06.01, 732-06.09, 732-07 .... Road motor vehicle exhaust systems,

851-03.09 ..... Footwear, wholly or chiefly of textile materials (not including slippers or house footwear) with soles of other materials,

851-04 ..... Rubber footwear,

(ii) by the deletion of item 841-01.05 (all stockings and hose of synthetic materials (nylons, etc.) for men, women, boys and girls) and the substitution therefore of the following:

841-01.05 ..... All stockings and hose of synthetic materials (nylons, etc.) for men, women, boys, girls, children and infants.

Importers wishing to continue the importation of:

(a) Men's and boys' synthetic hosiery priced between TT$10.00 and TT$18.00 c.i.f. per dozen and

(b) Children's and infants' synthetic hosiery priced at TT$15.00 c.i.f. per dozen and under,

classified in item 841-01.05 above, have been requested to submit returns of their imports of these items to facilitate the assessment of import allocations.

The Trinidad and Tobago Ministry of Industry and Commerce has also announced that it is proposed to allocate quotas for the importation of 'Snack Foods' classified under items 013-09, 048-04.08 and 055-03. A notice about the addition of 'Snack Foods' to the List of Exceptions to the Open General Licence appeared in the *Board of Trade Journal* of June 23, 1967, page 1658.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Export Industries Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared approved products for the purposes of the above law.

Yarns of cotton, cotton mixes and synthetics, cloth of cotton mixes and synthetics.

Approved manufacturers of these products will enjoy income tax relief, duty free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London S.W.1 (Tel. 01-222 7877, Ext. 2627).

BARBADOS

Importation of toilet soap

THE IMPORTATION into Barbados (from all countries except Dominica, Grenada, Guyana, St. Lucia, St. Vincent and Trinidad and Tobago) of toilet soap with a c.i.f. value of less than EC$0.18 per 3½ oz. tablet or the proportionate equivalent thereof, has been prohibited.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Customs tariff changes

THE BARBADOS Budget of June 30, 1967, announced increases in customs duties on petroleum products, toothpaste and powder and certain clothing. Details are available from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Hastings Embroidery will be displayed at the Yorkdale Shopping Centre in Toronto during the British Week, October 12-21. This work was undertaken by the Royal School of Needlework and depicts in 27 panels the history of Britain since 1066. Councillor Nye, chairman of the Hastings Council Amenities Committee (left), shows the embroidery to Sir Ralph Perring, chairman of the London Steering Committee for the British week Toronto (right), and to Mr. L. J. S. Evans of the British Week Directorate, Board of Trade. (Photo: Hastings & St. Leonards Observer)

CANADA

Changes in Customs tariff

THE CANADIAN GOVERNMENT have issued Order in Council PC 1967-1244 dated June 22, 1967, making certain changes in the Canadian Customs tariff. Additions to the tariff are shown in italics and deletions by square brackets.

SCHEDULE A

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
18115-1	Coated paper, not punched nor printed, in single sheets or rolls, for use in the manufacture of master units for offset duplicating machines (Expires June 30, 1969)	Free	7½%	35%
18120-1	Paper in rolls, to be coated or impregnated with a duplicating preparation, and to be further manufactured into master units for use on spirit duplicating machines (Expires June 30, 1968)	Free	7½%	35%
18730-1	Thirty-five millimetre positive colour print film for use in the production of thirty-five millimetre motion picture films and film strips from negatives (Expires June 30, 1968)	Free	Free	30%
18735-1	Sensitized film and sensitized paper in rolls not less than thirty inches in width for use in the manufacture of photographic films and photographic papers, under such regulations as the Minister may prescribe (Expires June 30, 1968)	Free	12½%	30%
18810-1	Plain basic photographic paper, baryta coated, for use exclusively in manufacturing albumenized or sensitized photographic paper (Expires June 30, 1968)	[Free] 5%	[Free] 10%	[10%] 25%
19825-1	Rubber impregnated kraft paper, coated or not, to be used as backing in the manufacture of waterproof coated abrasive paper (Expires June 30, 1969)	Free	5%	35%
19830-1	Electro-conductive paper, to be further coated in Canada, for use in the manufacture of liquid toner electrostatic copy paper (Expires January 31, 1968)	7½%	12½%	35%
19955-1	Paper-covered asphalt dash liner board for use in the manufacture of automotive dash insulation panels (Expires June 30, 1968)	Free	Free	35%
20220-1	Woven paper matting to be moulded into hat shapes and to be further manufactured into hats (Expires June 30, 1969)	5%	7½%	25%
21050-1	Sodium bichromate for use in the manufacture of chromic acid and chromium sulphate, including basic chromium sulphate. (Expires June 30, 1968)	Free	Free	20%
21620-1	Cadmium oxide, pelargonic acid, triphenyl phosphite and octoic acid for use in the manufacture of stabilizers for vinyl synthetic resins (Expires June 30, 1968)	Free	Free	25%
22025-1	Materials, of a class or kind not made in Canada, for use in the manufacture of additives for heating, lubricating and fuel oils (Expires June 30, 1968)	Free	5%	25%
22035-1	Emulsions containing materials in microcapsules for coating paper to be further manufactured into multi-copy forms. (Expires June 30, 1968)	5%	5%	25%
23805-1	Rice hulls and rice hull ash for use in Canadian manufactures (Expires June 30, 1970)	Free	Free	25%
24620-1	Colours or pigments for use in the manufacture of roofing granules (Expires June 30, 1968)	Free	Free	22½%
24630-1	Iron oxide for use in the manufacture of magnetic recording tape (Expires June 30, 1968)	Free	Free	22½%
24715-1	Handles for use in the manufacture of artists' brushes (Expires June 30, 1969)	10%	10%	25%
26330-1	Zeolites of a kind not produced in Canada for use in the manufacture of cracking catalysts for the refining of petroleum (Expires June 30, 1968)	Free	Free	25%
30535-1	Slate, sawn on not more than two sides, for use in Canadian manufactures (Expires June 30, 1968)	Free	10%	35%
31405-1	Graphite blocks exceeding forty inches in diameter and fifteen inches in thickness for use in the manufacture of moulds for casting wheels for railway vehicles, including locomotives and tenders (Expires June 30, 1970)	Free	5%	25%
31905-1	Plate glass and float glass not more than five thirty-seconds of an inch in thickness, for use in the manufacture of laminated safety glass (Expires October 31, 1967)	Free	Free	15%
32633-1	Glass shapes not further manufactured than rough cut or unwrought for use in the manufacture of optical instruments (Expires June 30, 1970)	Free	Free	30%
32636-1	Plates, discs and blanks of germanium, silicon or other materials for infra-red or ultra-violet light transmission, not further manufactured than rough cut or unwrought, for use in the manufacture of optical instruments (Expires June 30, 1970)	Free	Free	25%
34840-1	Scrap of copper or brass or of alloys of copper containing fifty per cent or more by weight of copper for use in Canadian manufactures (Expires June 30, 1968)	Free	Free	Free
35515-1	Nickel, and alloys containing sixty per cent by weight or more of nickel, in powder form, for use in Canadian manufactures (Expires June 30, 1968)	Free	Free	Free
35520-1	Nickel or nickel alloys, namely: matte, sludges, spent catalysts and scrap, and concentrates other than ores, for recovery of the nickel or attendant by-products (Expires June 30, 1968)	Free	Free	Free
37920-1	Rods of iron or steel, in the coil, not more than 0·375 inch in diameter, for use in the manufacture of wire for wire fencing. Per ton (Expires June 30, 1968)	Free	Free	$5·00
	Shapes or sections of iron or steel, not further manufactured than hot-or cold-rolled:			
38005-1	Locking ring and rim sections of iron or steel, hot-rolled, for use in the manufacture of wheel rim assemblies (Expires June 30, 1969)	Free	Free	20%
38230-1	Sheet, of iron or steel, hot-rolled or cold-rolled, over sixty inches in width, deep drawing quality, for use in the manufacture of bathtub body stampings (Expires June 30, 1968)	Free	Free	25%
38245-1	Sheet of iron or steel, coated or not, corrugated and notched, for use in the manufacture of elements for air preheaters (Expires June 30, 1968)	Free	12½%	35%
40230-1	Wire, cold drawn, galvanized, tempered or not, in coils of not less than 5,000 feet, for use in the manufacture of flexible outer casing for speedometer cables (Expires June 30, 1968)	Free	Free	20%
42709-1	Axles, channel assemblies, control valves and linkage, engines, steering gear, transmissions, torque converters, and parts thereof, for use in the manufacture of industrial trucks commonly known as 'fork lift' or 'lift' trucks (Expires June 30, 1968)	Free	7½%	35%
42710-1	Vane type hydraulic drive wheels, hydraulic pump and motor units, and parts thereof, for use in the manufacture of industrial trucks, commonly known as 'fork lift' or 'lift' trucks (Expires June 30, 1968)	Free	7½%	35%
42774-1	Axles and shaft assemblies; gears and gear box housings; wheel hubs, rims and brake drums; steering assemblies including rear forks; rubber chain cogwheels; gutter broom suspensions; electric clutch and pump assemblies; hydraulic cylinders, pumps, valves and filters; elevator slip clutches; all the foregoing and parts thereof for use in the manufacture of self-propelled street sweepers (Expires June 30, 1968)	Free	7½%	35%
42780-1	Rotor sectors and heat exchanger elements, whether assembled or not, for use in the manufacture of mechanical air preheaters (Expires January 31, 1968)	Free	12½%	35%
42850-1	Gasoline internal combustion engines, air-cooled, four cycle, for use in the manufacture of domestic washing machines (Expires June 30, 1969)	5%	10%	30%
43235-1	Aerosol containers of metal other than aluminium, and parts thereof not including caps, for use in Canadian manufactures (Expires June 30, 1968)	2½%	7½%	30%
43846-1	Internal combustion engines of not less than 330 nor more than 348 cubic inches in displacement for use in the manufacture of off-highway tracked transport vehicles (Expires June 30, 1969)	Free	Free	27½%
43847-1	Sheet or strip of iron or steel, aluminized, for use in the manufacture of mufflers, tail pipes and exhaust pipes for motor vehicles (Expires June 30, 1968)	Free	Free	20%
43848-1	Hot-rolled, seamless steel tubing, not less than 2·70 inches nor more than 3·80 inches outer diameter, with wall thickness not less than one-half inch, for use in the manufacture of transmission oil pump gears for motor vehicles (Expires January 31, 1968)	Free	Free	30%
43849-1	Rag base dielectric tufting felt, 0·095 to 0·110 inch in thickness, for use in the manufacture of risers on door and quarter panel trim foundations used as original equipment in the manufacture of passenger automobiles (Expires June 30, 1968)	Free	Free	35%
43852-1	Wax impregnated kraft board, not more than 0·040 inch in thickness, for use in the manufacture of pillar post stiffeners used as original equipment in the manufacture of passenger automobiles (Expires June 30, 1968)	Free	Free	35%
43853-1	Waterproof semi-rigid fibreboard, laminated on both sides with polyethylene film and kraft liner, treated on one side, not more than 0·090 inch in thickness, for use in the manufacture of rear compartment tops used as original equipment in the manufacture of passenger automobiles (Expires June 30, 1968)	Free	Free	35%

Tariff Item		British Preferential Tariff	Most-Favoured-Nation Tariff	General Tariff
43863-1	Parts for use in the manufacture of air and vacuum power brake control systems for motor vehicles and truck trailers (Expires June 30, 1969)	Free	Free	30%
43867-1	Safety latches for use in the manufacture of door locks for motor vehicles (Expires June 30, 1968)	Free	Free	25%
43870-1	*Preforms containing fluorocarbon textile yarns and impregnated with phenol-aldehyde resin for use in the manufacture of ball joint suspensions for motor vehicles* (Expires June 30, 1969)	Free	Free	25%
43888-1	*Gasoline internal combustion engines, air-cooled, four cycle, transaxles*, electric motor axle assemblies, and parts thereof, for use in the manufacture of golf cars (Expires June 30, 1968)	Free	7½%	35%
43892-1	Bar sections of iron or steel made to specification AISI-4023, hot-rolled, not less than 1·655 inches nor more than 1·705 inches in thickness, not less than 1·922 inches nor more than 1·972 inches in width, for use in the manufacture of ball nuts for recirculating ball steering gears for motor vehicles (Expires June 30, 1968)	Free	Free	20%
43893-1	Fibreboard with polyethylene film on one side, not more than 0·03 inch in thickness, for use in the manufacture of door and quarter panel trim foundations used as original equipment in the manufacture of passenger automobiles (Expires June 30, 1968)	Free	Free	35%
43894-1	Fibreboard with kraft liner and polyethylene film on one or both sides, not more than 0·105 inch in thickness, for use in the manufacture of door and quarter panel trim foundations used as original equipment in the manufacture of passenger automobiles. (Expires June 30, 1968)	Free	Free	35%
43896-1	Round wire, of iron or steel, made to specification SAE-50100, not more than 0·25 inch in diameter, for use in the manufacture of cylindrical needle rollers used as original equipment in the manufacture of motor vehicles (Expires June 30, 1968)	Free	Free	20%
44550-1	Molybdenum rod and tubing for use in the manufacture of radio tubes and parts therefor (Expires June 30, 1968)	Free	Free	30%
44552-1	Getters and getter assemblies for use in the manufacture of radio tubes and parts therefor (Expires June 30, 1968)	Free	Free	30%
44649-1	Metal parts for use in the manufacture of loose leaf binders (Expires June 30, 1968)	Free	12½%	35%
44655-1	Balls of stainless steel or tungsten carbide for use in the manufacture of ball point pens or refills therefor (Expires June 30, 1969)	Free	Free	25%
44658-1	Deep-drawn shells and bottoms, of iron or steel, for use in the manufacture of cylinders for acetylene gas (Expires June 30, 1968)	Free	7½%	35%
44730-1	Hollow cast cylinders or shells of a weight of 35,000 pounds or more, not further manufactured than rough machined for use in the manufacture of rolls for pulp or paper presses (Expires January 31, 1968)	7½%	10%	35%
46250-1	Filled thermometer tubes of glass or glass fused or encapsuled to metal tubing, not calibrated or numbered, without separate matching scales, for use in the manufacture of thermometers other than industrial thermometers (Expires June 30, 1969)	Free	Free	30%
46255-1	Rangefinders, flash apparatus, exposure meters, and parts thereof for use in the manufacture of cameras (Expires June 30, 1969)	Free	Free	10%
46330-1	Electric motors for use in the manufacture of still and motion picture projectors with or without sound equipment (Expires June 30, 1968)	[Free] 15%	[7½%] 15%	[37½%] 37½%
52209-1	Woven fabrics, wholly of cotton: With uncut pile, not bleached, mercerized nor coloured, for use in the manufacture of corduroy (Expires June 30,1968)	15%	[17½%] 15%	30%
53025-1	Sliver strands in ropelike form, wholly or in part of wool or hair, for use in the manufacture of braided mats and rugs and, per pound (Expires June 30, 1968)	5%	10%	22½% 22½ cts.
56135-1	Yarns, wholly of man-made fibres or filaments, 125 denier, for use in the manufacture of velvets but not less than, per pound (Expires June 30, 1969)	Free	Free	35% 28 cts.
56250-1	Woven fabrics, in the web or with fused edges, wholly or in part of silk or wholly of man-made fibres or filaments, not coloured, for use in the manufacture of ribbons for typewriters, calculators, and other office appliances (Expires June 30, 1969)	7½%	10%	45%
56255-1	Fabrics, of a class or kind not made in Canada, for use in the manufacture of screens for printing. (Expires June 30, 1969)	Free	Free	45%
56705-1	Woven fabrics, wholly or in part of man-made fibres or filaments, in the web or with fused edges, of a type not made in Canada, for use in the manufacture of sails for boats and ships (Expires June 30, 1969)	Free	7½%	25%
59605-1	Steel music wire for use in the manufacture of piano strings (Expires June 30, 1968)	10%	10%	30%
59820-1	Parts for use in the manufacture of brass band instruments (Expires June 30, 1969)	Free	17½%	25%
61625-1	Scrap or used tyres and tubes, wholly or in part of rubber, when imported for use exclusively in the manufacture of reclaim rubber (Expires June 30, 1969)	Free	Free	Free
86300-1	Chemicals for use in the manufacture of steroid derivatives (Expires June 30, 1968)	Free	Free	25%
87505-1	Amyl acetate, calcium carbonate, casein hydrolysates, cholesterol, ergosterol, ether U.S.P., methanol anhydrous, methyl isobutyl carbinyl acetate, N-ethyl piperidine, N-hexanol, procaine hydrochloride, penicillin precursors, beef extract, corn steep liquor, soluble vegetable protein, distillers' dried solubles, and soya bean meal; all of the foregoing for use in the manufacture of antibiotics, bacteriologicals, hormone products and biologicals (Expires June 30, 1968)	Free	Free	25%
92415-1	Cellulose plastics plates or sheets, less than 6 inches in width, for use in the manufacture of spectacle and eyeglass frames (Expires June 30, 1968)	Free	Free	25%

CANADA

an expanding market

British goods and British businessmen are welcome in Canada but the wise exporter will realise that he must have the benefit of expert local knowledge before embarking upon competitive selling.
This is where we can help.
Our Business Development Department at the Main London Office knows the facts, has the figures and will be glad to deal with your enquiry.

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OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.— Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel. Simonswood 2157 (6 lines).

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel. Hayle 3213. Telex 45286.

FINAL NOTICE of the HARTLEPOOL INDUSTRIAL EXHIBITION, July 18-22, the place where you could learn something to your advantage. Make a visit a MUST. Telephone inquiry Hartlepool 2161.

WATER PIPING – 700 x 18 ft. lengths x 4 in. diameter, Cast Iron, WATERMAIN PIPING, socket and gland joints. 550 x 21 ft. lengths x 2 in diameter, galvanized Class 'B' MS tubing. H. H. BRADFORD LTD., Mayes Lane, Ramsey, nr. Harwich, Essex.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Activity at UK aerodromes (M)	30 June 1967
Aircraft noise at Heathrow Airport (Q)	9 June 1967
Mileage and traffic (M)	30 June 1967
Trade by air (6-M)	14 April 1967
Balance of payments (Q)	23 June 1967
Bankruptcy orders (Q)	5 May 1967
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	7 July 1967
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	23 June 1967
Catering trades turnover (M)	This week
Chemical industries production (6-M)	19 May 1967
Companies:	
Income and finance (Q)	5 May 1967
New companies registered:	
Gt. Britain (M)	30 June 1967
N. Ireland (M)	23 June 1967
Credit:	
Instalment credit business (M)	7 July 1967
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	30 June 1967
Production, exports and orders (M)	30 June 1967
ECGD business (Q)	10 Feb. 1967
Film industry:	
British Film Fund Agency returns (M)	30 June 1967
Cinema admissions and takings (M)	19 May 1967
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	27 Jan. 1967
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	30 June 1967
Household consumption (Q)	16 June 1967
Footwear industry orders (M)	This week
Foreign trade:	
Commonwealth trade (A)	7 July 1967
Sterling area trade summary (Q)	12 May 1967
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	19 May 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	7 July 1967
Value of overseas trade (M)	23 June 1967
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	19 May 1967
Business (M)	7 July 1967
Industrial building provisional figures (Q)	28 April 1967
Industrial production:	
Index nos. (M)	30 June 1967
N. Ireland index (M)	30 June 1967
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	31 Mar. 1967
Investment and earnings overseas (A)	30 June 1967
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (M)	This week
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	30 June 1967
Deliveries (Q)	5 May 1967
Production (M)	7 July 1967
Motor industry:	
Car and commercial vehicle production (M)	30 June 1967
Motor trades turnover (M)	30 June 1967
Nationalized industries overdrafts (M)	7 July 1967
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	7 July 1967
Transactions (Q)	7 July 1967
Retail prices index (M)	23 June 1967
Retail trade:	
Index nos. (M)	7 July 1967
N. Ireland index (M)	30 June 1967
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	This week
Stocks:	
Distributive and service trades (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors' (Q)	7 July 1967
Retail (M)	7 July 1967
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	23 June 1967
Cotton production (M)	23 June 1967
Wholesale houses sales (M)	16 June 1967
Wool exports (Q)	26 May 1967
Wool output (M)	23 June 1967
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	2 June 1967
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	Last published
Board of Trade addresses	12 May 1967
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	19 May 1967
Directory of Board of Trade departments and their work	26 May 1967
ECGD local offices	21 April 1967
Official Receivers' Offices	16 Dec. 1966
United States consular offices in the UK	17 June 1966

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13A Castle Street, Edinburgh 2

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London. (K102) S.O. Code No. 72-3669.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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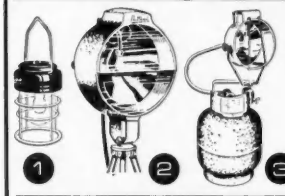

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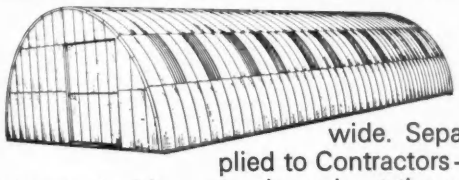

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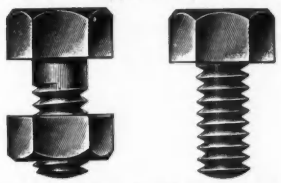

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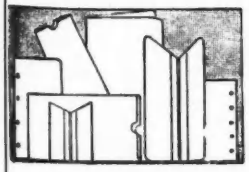

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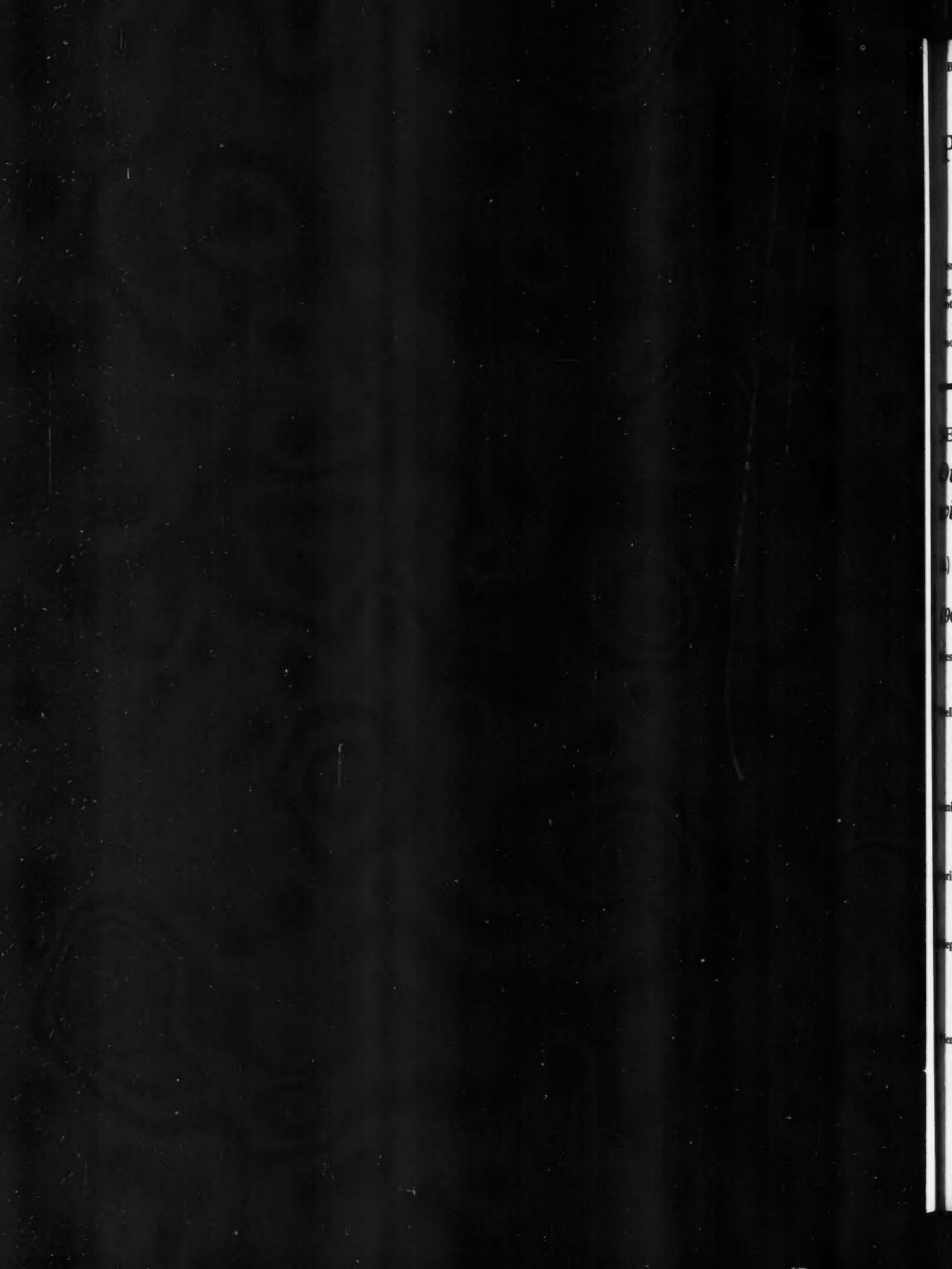

Programme of
TRADE PROMOTIONS, 1967-69

This supplement to the *Board of Trade Journal* is published every four months; amendments and additions are given in the first issue of each interim month.

Section I lists the events over the next two years for which the Board of Trade support is already being planned. The information is necessarily brief, but further details may be obtained from the officer named against the event. (Tel. 01-222 7877, except where otherwise shown).

Section II (Europe), Section III (outside Europe) and Section IV (United Kingdom) lists some of the regular trade fairs.

Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations or other non-profit making bodies and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

ECTION I

Overseas Fairs, British Weeks and Store Promotions taking place with Board of Trade assistance

) General

967

essina: INTERNATIONAL TRADE FAIR – August 7-21, 1967.
Official information stand.
(Miss F. King, Ext. 2782).

ellington: THIRD INTERNATIONAL TRADE FAIR – August 17-September 2, 1967.
The Board of Trade and the Committee for Exports to New Zealand are organizing a 'British Court' at the above event (30 firms).
(Mrs. I. M. Janzen, Ext. 2489).

uir: INTERNATIONAL FAIR – August 20-September 20, 1967.
A British Pavilion organized by the British Chamber of Commerce of Turkey.
(Mr. R. I. Morgan, Ext. 2785).

ri: INTERNATIONAL LEVANT FAIR – September 7-20, 1967.
Official information stand manned by representatives of the British Consulate, Bari.
(Miss F. King, Ext. 2782).

eppe: 3RD FRANCO/BRITISH BIENNALE FAIR – September 9-17, 1967.
A joint venture with the Federation of Sussex Industries (75 firms). Firms interested in participation should contact the Federation.
(Mr. A. G. Pearson, Ext. 2783).

enna: INTERNATIONAL TRADE FAIR – September 10-17, 1967.
The Board of Trade is arranging a British Section and also a joint venture with the Birmingham Engineering and Building Centre. Firms interested in participation should contact the Centre.
(Miss F. King, Ext. 2782).

Brno: INTERNATIONAL TRADE FAIR – September 10-19, 1967.
An official information stand. Joint ventures with:
(1) The Scientific Instrument Manuafcturers' Association (24 firms), and
(2) The Federation of Manufacturers of Construction Equipment (12 firms).
(Mr. J. Gallacher, Ext. 3558).

Paramaribo (Surinam): SURINAM TRADE FAIR – September 20-October 10, 1967.
An official information stand to be manned by the British High Commission at Guyana.
(Mrs. M. S. Cartlich, Ext 2788).

Plovdiv: XXIII INTERNATIONAL FAIR – September 24-October 3, 1967.
The Board of Trade will be organizing a British Pavilion at this event.
(Mr. R. I. Morgan, Ext. 2785).

Metz: INTERNATIONAL AUTUMN FAIR – September 27-October 8, 1967.
A possible joint venture with the British Mechanical Engineering Federation. Firms interested should contact the Federation.
(Mr. A. G. Pearson, Ext. 2783).

Sydney: INTERNATIONAL TRADE FAIR – October 19-28, 1967.
Joint ventures with:
(1) The London Chamber of Commerce.
(2) The British Mechanical Engineering Federation.
(3) The Business Equipment Trades Association.
Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Copenhagen: INTERNATIONAL TRADE FAIR – October 20-29, 1967.
Joint ventures with:
(1) The British Cycle and Motor Cycle Industries Association (12 firms).
(2) The Scottish Council Development and Industry (15 firms).
(3) The Jewellery Trade Centre Export Group.
(Mrs. I. M. Janzen, Ext. 2489).

Lima (Peru): 5TH PACIFIC INTERNATIONAL TRADE FAIR – October 22-November 12, 1967.
The Board of Trade will be organizing a British Pavilion.
(Mrs. M. S. Cartlich, Ext. 2788).

1968

Tripoli (Libya): INTERNATIONAL TRADE FAIR – February 28-March 20, 1968.
The Board of Trade will be organizing a British Pavilion at this event if there is sufficient support from industry. Copies of the circular can be obtained from the Board of Trade.
(Mrs. M. S. Cartlich, Ext. 2788).

Utrecht: INTERNATIONAL SPRING FAIR – March 1968.
A joint venture with the Federation of British Hand Tool Manufacturers (6 firms). Firms interested in participation should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071).

Cagliari: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 1968.
An official information stand manned by representatives of the British Consulate at Cagliari.
(Miss F. King, Ext. 2782).

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – March 3-7, 1968.
Probable joint ventures with:
(1) Pianoforte Manufacturers' Association.
(2) British Stationery and Office Equipment Association.
(3) Federation of British Carpet Manufacturers.
(4) Association of Musical Instrument Industries.
(5) Gifts and Fancy Goods Association.
Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Lyons: INTERNATIONAL TRADE FAIR – March 23-April 1, 1968.
Joint ventures with:
(1) The Business Equipment Trade Association.
(2) The Sheffield Industries Exhibitions Centre.
(3) The London Chamber of Commerce and possible joint ventures with the Electric Light Fittings Association, the British Electrical and Allied Manufacturers' Association, the Hardware Manufacturers' Association, and other appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. G. Pearson, Ext. 2783).

Metz: INTERNATIONAL SPRING FAIR (EXPOMETZ) – March 27-April 7, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. G. Pearson, Ext. 2783).

Milan: INTERNATIONAL SAMPLES FAIR – Apirl 1968.
An official information stand manned by representatives of the British Consulate-General at Milan.
The Board of Trade are prepared to consider joint ventures.
(Miss F. King, Ext. 2782).

Zagreb: INTERNATIONAL SPRING FAIR – April 1968.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. Gallacher, Ext. 3558).

Johannesburg: RAND EASTER SHOW – April 2-15, 1968.
The British display at the 1968 show will be devoted to the theme of 'Leisure'. The Board of Trade will be considering joint ventures with the appropriate trade associations and firms interested should contact their associations.
(Mrs. M. S. Cartlich, Ext. 2788).

Brussels: INTERNATIONAL TRADE FAIR – April 20-May 1, 1968.
Follow up to the British week.
Joint ventures with appropriate trade associations.
(Mr. A. G. Pearson, Ext. 2783).

Hanover: HANOVER FAIR – April 27-May 5, 1968.
Probable joint ventures with:
(1) Business Equipment Trades Association.
(2) Electric Light Fittings Association.
(3) Engineering and Building Centre, Birmingham.
(4) British Electrical and Allied Manufacturers' Association.
(5) British Stationery and Office Equipment Association.
(6) British Rubber and Allied Manufacturers' Association.
(7) British Pottery Manufacturers' Association.
(8) Federation of Sussex Industries.
Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Budapest: INTERNATIONAL TRADE FAIR – May 17-27, 1968.
The Board of Trade is considering a British Pavilion.
(Mr. J. Gallacher, Ext. 3558).

Gothenburg: SWEDISH TRADE FAIR – May 1968.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Palermo: MEDITERRANEAN FAIR – May/June 1968.
An official information stand manned by representatives of the British Consulate at Palermo.
(Miss F. King, Ext. 2782).

Padua: INTERNATIONAL PADUA FAIR – May/June 1968.
An official information stand.
(Miss F. King, Ext. 2782).

Poznan: INTERNATIONAL TRADE FAIR – June 1968.
The Board of Trade is considering a British Pavilion.
(Mr. J. Gallacher, Ext. 3558).

Barcelona: INTERNATIONAL SAMPLES FAIR – June 1-15, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mrs. M. S. Cartlich, Ext. 2788).

Messina: INTERNATIONAL TRADE FAIR – August 1968.
An official information stand.
(Miss F. King, Ext. 2782).

Bari: INTERNATIONAL LEVANT FAIR – September 1968.
An official information stand manned by representatives of the British Consulate at Bari.
(Miss F. King, Ext. 2782).

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 8-15, 1968.
Possible joint ventures. Firms interested in participation should contact their trade associations.
(Miss F. King, Ext. 2872).

1969

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 23-27, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Cagliari: SARDINIAN INTERNATIONAL SAMPLES FAIR – March 1969.
An official information stand manned by representatives of the British Consulate at Cagliari.
(Miss F. King, Ext. 2782).

Milan: INTERNATIONAL SAMPLES FAIR – April 1969.
An official information stand manned by representatives of the British Consulate General at Milan.
The Board of Trade are prepared to consider joint ventures.
(Miss F. King, Ext. 2782).

Hanover: HANOVER FAIR – April 26-May 4, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Palermo: MEDITERRANEAN FAIR – May/June 1969.
An official information stand manned by representatives of the British Consulate at Palermo.
(Miss F. King, Ext. 2782).

Padua: INTERNATIONAL PADUA FAIR – May/June 1969.
An official information stand.
(Miss F. King, Ext. 2782).

Messina: INTERNATIONAL TRADE FAIR – August 1969.
An official information stand.
(Miss F. King, Ext. 2782).

Agriculture Forestry, Fishing and Agricultural Machinery

(b) Specialized

1967

Nairobi: KENYA AGRICULTURAL SHOW – September 1967.
An official information stand to be manned by the British High Commission, Nairobi.
(Mrs. M. S. Cartlich, Ext. 2788).

1968

Berlin: INTERNATIONAL GREEN WEEK – January 26-February 4, 1968.
Joint ventures with the British Food Export Council and the Brewers' Society. Firms interested in participation should contact either the Council or the Society.
(Mr. P. R. Clay, Ext. 3559).

Paris: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 5-10, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783).

Verona: INTERNATIONAL AGRICULTURAL FAIR – March 10-19, 1968.
A possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782).

Esbjerg: BRITISH AGRICULTURAL EXHIBITION – April-May 1968.
The Board of Trade, in consultation with the Export Council for Europe, the British Embassy, Copenhagen, and the British Agricultural Export Council, are considering the possibility of staging a British Agricultural Exhibition as part of the Anglo-Danish Trade Drive, 1968. Firms interested should contact the BAEC.
(Mrs. I. M. Janzen, Ext. 2489).

Esbjerg: INTERNATIONAL FISHERIES TRADE FAIR – April 24-May 5, 1968.
Possible joint ventures with the appropriate trade associations. Firms interested should contact their association.
(Mrs. I. M. Janzen, Ext. 2489).

Munich: INTERNATIONAL AGRICULTURAL SHOW (DLG) – May 19-26, 1968.
Probable joint ventures with the Society of Master Saddlers and the British Agricultural Export Council. Firms interested in participation should contact either the Society or the Council.
(Mr. P. R. Clay, Ext. 3559).

Madrid: INTERNATIONAL AGRICULTURAL EXHIBITION (FERIA DEL CAMPO) – May 21-June 21, 1968.
Possible joint venture with the British Agricultural Export Council. Firms interested in participation should contact the Council.
(Mrs. M. S. Cartlich, Ext. 2788).

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 1968.
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Santarem: RIBATEJO AGRICULTURAL FAIR – June 1968.
Possible joint venture with the British Agricultural Export Council. Firms interested should contact the Council.
(Mrs. M. S. Cartlich, Ext. 2788).

Ancona: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June/July 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782).

1969

Berlin: INTERNATIONAL GREEN WEEK – January 24-February 2, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Aircraft and Aeronautical Equipment

1968

Hanover: INTERNATIONAL AIR SHOW – April 26-May 5, 1968.
Possible joint ventures with the Society of British Aero Space companies and Society of Environmental Engineers. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Books and Periodicals

1967

Frankfurt: INTERNATIONAL BOOK FAIR – October 12-17, 1967.
A probable joint venture with the Book Publishers' Association. Firms interested in participation should contact the Association immediately.
(Mr. P. R. Clay, Ext. 3559).

Building and Public Works

1967

Montreal: EXHIBITION AT THE CONVENTION OF THE PRESTRESSED CONCRETE INSTITUTE – October 8-12, 1967.
A joint venture with the Concrete Society (7 firms).
(Mrs. M. S. Cartlich, Ext. 2788).

Paris: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 23-December 3, 1967.
A joint venture with Building Materials Export Group (13 firms).
(Mr. R. J. Ager, Ext. 2783).

1968

Brussels: BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – January 27-February 4, 1968.
A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Export Group.
(Mr. A. G. Pearson, Ext. 2783).

Munich: 3RD INTERNATIONAL TRADE EXHIBITION OF BUILDING MATERIALS, STRUCTURAL ELEMENTS AND INTERIOR FINISHING (BAU) – February 17-25, 1968.

(*Continued on next page*)

A possible joint venture with the Building Materials Export Group. Firms interested in participation should contact the Group.
(Mr. P. R. Clay, Ext. 3559).

Chemical and Allied Industries including plastics

1967

Berlin: INTERNATIONAL AEROSOL EXHIBITION (FEA) – September 15-19, 1967.
A joint venture with the British Aerosol Manufacturers' Association (12 firms).
(Mr. R. M. D. Ure, Ext. 2436).

Düsseldorf: INTERNATIONAL PLASTICS EXHIBITION (KUNSTSTOFFE) – October 5-12, 1967.
A joint venture with the British Plastics Federation (28 firms).
(Mr. R. M. D. Ure, Ext. 2436).

1968

Milan: INTERNATIONAL PLASTICS FAIR (PLAST '68) – October 5-13, 1968.
A joint venture with the British Plastics Federation. Firms interested should contact the Federation.
(Miss F. King, Ext. 2782).

Clothing and Footwear

1967

Moscow: INTERNATIONAL CLOTHING EXHIBITION (ODEZHDA '67) – August 22-September 5, 1967.
The Board of Trade are organizing a British Pavilion at this event (30 firms).
(Mr. R. I. Morgan, Ext. 2785).

Moscow: INTERNATIONAL FASHION FESTIVAL – August 23-September 11, 1967.
A joint venture with the Clothing Export Council (40 firms).
(Mr. R. I. Morgan, Ext. 2785).

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 25-27, 1967.
Joint ventures with the Clothing Manufacturers' Federation of Great Britain (43 firms) and the British Menswear Guild (19 firms).
(Mr. J. A. Swinton, Ext. 2777).

Copenhagen: BRITISH SPRING 1968 FASHION COLLECTIONS – September 1967.
A possible joint venture with the Clothing Export Council at the Palace Hotel, Copenhagen.
(Mrs. I. M. Janzen, Ext. 2489).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 14-17, 1967.
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council immediately
(Miss N. L. Charles, Ext. 2011).

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 23-25, 1967.
A joint venture with the British Footwear Manufacturers' Federation.
(Miss N. L. Charles, Ext. 2011).

Montreal: SHOE FAIR – October 1-3, 1967.
Joint ventures with:
(1) The British Leather Federation.
(2) The British Footwear Manufacturers' Federation.
Firms interested in participation should contact their associations.
(Mrs. M. S. Cartlich, Ext. 2788).

Munich: FASHION WEEK – October 1-5, 1967.
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council immediately.
(Mr. P. R. Clay, Ext. 3559).

Chicago: NATIONAL SHOE FAIR – October 8-11, 1967.
A joint venture with the British Footwear manufacturers' Federation.
(Mr. A. F. Fenton, Ext. 2786).

Vienna: LADIES' FASHION SHOW – October 8-13, 1967.
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Miss F. King, Ext. 2782).

Berlin: FASHION WEEK – October 9-20, 1967.
A joint venture with the Clothing Export Council. Firms interested in participation should contact the Council immediately.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 20-22, 1967.
A joint venture with the Junior Fashion Group of London and the British Nursery Goods Association and a possible joint venture with the Fashion for Children Export Group.
(Mr. J. A. Swinton, Ext. 2777).

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS SPRING '68 SPORTSWEAR SHOW – October 22-25, 1967.
A possible joint venture with the Clothing Export Council.
(Mr. A. F. Fenton, Ext. 2786).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 25-29, 1967.
Joint ventures with the Leicester and County Chamber of Commerce (10 firms) and the Clothing Export Council.
(Miss N. L. Charles, Ext. 2011).

Paris: INTERNATIONAL SALON OF WOMEN'S READY TO WEAR CLOTHING – November 4-9, 1967.
A possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. R. J. Ager, Ext. 2783).

1968

New York: DISPLAY OF CHILDREN'S WEAR – January, 1968.
Possible joint venture with the National Children's Wear Association.
(Mr. A. F. Fenton, Ext. 2786).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 17-20, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Munich: FASHION WEEK – March 31-April 4, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Paris: INTERNATIONAL SALON OF WOMEN'S READY TO WEAR CLOTHING – April 1968.
Possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council.
(Mr. R. J. Ager, Ext. 2783).

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 1968.
Possible joint venture with the British Footwear Manufacturers' Federation. Firms interested in participation should contact the Federation.
(Miss N. L. Charles, Ext. 2011).

Berlin: FASHION WEEK – April 17-26, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. P. R. Clay, Ext. 3559).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – May 5-9, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 15-18, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Cologne: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 19-22, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Munich: FASHION WEEK – October 6-10, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Berlin: FASHION WEEK – October 14-25, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 27-31, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Paris: INTERNATIONAL SALON OF WOMEN'S READY TO WEAR CLOTHING – November 1968.
Possible joint ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783).

1969

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Munich: FASHION WEEK – March 23-27, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Berlin: FASHION WEEK – April 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – April 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Düsseldorf: FOOTWEAR SAMPLES DISPLAY (GDS) – September 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Cologne: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Cologne: INTERNATIONAL FAIR FOR THE CHILD – October 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Berlin: FASHION WEEK – October 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Munich: FASHION WEEK – October 5-9, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Display and Shop Equipment

1968

Düsseldorf: EUROPEAN EXHIBITION AND CONFERENCE FOR SHOPFITTING AND DISPLAY (EUROSHOP) – May 18-22, 1968.
A joint venture with the National Display Equipment Association. Firms interested in participation should contact the Association.
(Miss N. L. Charles, Ext. 2011).

Engineering, Radio and Electrical Goods

1967

Moscow: FIFTH INTERNATIONAL MINING CONGRESS AND EXHIBITION (INTERGORMASH '67) – July 8-19, 1967.
A joint venture with the Association of British Mining Equipment Exporters (30 firms).
(Mr. R. I. Morgan, Ext. 2785).

Hanover: 10TH EUROPEAN MACHINE TOOLS EXHIBITION – September 17-26, 1967.
A joint venture with the Machine Tool Trades Association (98 firms). Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559).

Amsterdam: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September 21-October 1, 1967.
A joint venture with the Federation of British Audio (15 firms). Firms interested should contact the Federation.
(Mr. T. E. Kerfoot, Ext. 3071).

Padua: MECHANICAL HANDLING AND STORAGE EXHIBITION – October 5-10, 1967.
Trade information stand manned by the Mechanical Handling Engineers' Association.
(Miss F. King, Ext. 2782).

Tokyo: INTERNATIONAL OIL-HYDRAULIC AND PNEUMATIC MACHINERY FAIR – October 6-12, 1967.
Trade Information stand with the Association of Hydraulic Equipment Manufacturers, British Compressed Air Society and the British Pump Manufacturers' Association.
(Mrs. I. M. Janzen, Ext. 2489).

Milan: ITALIAN SALON FOR HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS ('FLUID 67') – October 10-15, 1967.
Joint venture with the Association of Hydraulic Equipment Manufacturers. Firms interested should contact the Association.
(Miss F. King, Ext. 2782).

Stockholm: TECHNICAL FAIR – October 12-18, 1967.
Joint venture with the Building Materials Export Group. Firms interested in participation should contact their trade associations.
(Mrs. I. M. Janzen, Ext. 2489).

Prague: BRITISH ENGINEERING DAYS – November 13-17, 1967.
A proposed joint venture with the London Chamber of Commerce and the British Mechanical Engineering Federation.
(Mr. J. Gallacher, Ext. 3558).

Basle: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – November 14-18, 1967.
Possible joint ventures with the British Nuclear Forum. Firms interested should contact their trade associations.
(Miss F. King, Ext. 2782).

Johannesburg: MECHANICAL ENGINEERING AND MACHINE TOOLS EXHIBITION – November 15-22, 1967.
Possible joint venture with the Machine Tool Trades Association. Firms interested should contact the Association.
(Mrs. M. S. Cartlich, Ext. 2788).

1968

Los Angeles: WESTERN METAL AND TOOL EXPOSITION – March 1968.
A probable joint venture with the Machine Tool Trades Association. Firms interested in participation should contact the Association.
(Mr. A. F. Fenton, Ext. 2786).

Washington: ASME GAS TURBINE CONFERENCE AND PRODUCTS SHOW – March 17-21, 1968.
A possible joint venture with the appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. F. Fenton, Ext. 2786).

Cleveland: ANNUAL CONFERENCE AND EXHIBITION OF THE NATIONAL ASSOCIATION OF CORROSION ENGINEERS – March 18-22, 1968.
Possible joint venture with the Corrosion and Protection Association.
(Mr. A. F. Fenton, Ext. 2786).

Philadelphia: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 25-28, 1968.
A possible joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786).

Philadelphia: TOOL EXPOSITION (ASTME) – April 29-May 3, 1968.
Probable joint venture with the Machine Tool Trades' Association.
(Mr. A. F. Fenton, Ext. 2786).

Copenhagen: BRITISH MACHINERY PLANT AND EQUIPMENT EXHIBITION – May-June 1968.
The possibility of staging a Machinery Plant and Equipment Exhibition in Copenhagen as part of the Anglo-Danish Trade Drive, 1968, is being considered by the Board of Trade, the British Embassy, Copenhagen, and the Export Council for Europe.
(Mrs. I. M. Janzen, Ext. 2489).

Montreal: CANADIAN PLANT ENGINEERING AND MAINTENANCE SHOW – May 28-31, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. M. S. Cartlich, Ext. 2788).

Chicago: DESIGN ENGINEERING SHOW – June 3-6, 1968.
Possible joint venture with the British Mechanical Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786).

Düsseldorf: INTERNATIONAL FOUNDRY TRADE FAIR (GIFA) – June 20-26, 1968.
A joint venture with the Foundry Trades Equipment and Supplies Association Ltd. (23 firms). Firms interested in participation should contact the Association.
(Miss N. L. Charles, Ext. 2011).

Copenhagen: INTERNATIONAL ELECTRONICS AUTOMATION AND INSTRUMENTS EXHIBITION – September 27-October 4, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Zurich: INTERNATIONAL HYDRAULIC AND PNEUMATIC EXHIBITION – October 31-November 5, 1968.
A possible joint venture with the Association of Hydraulic Equipment Manufacturers Limited. Firms interested in participation should contact the Association.
(Mr. T. E. Kerfoot, Ext 3071).

Detroit: NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 4-7, 1968.
Possible joint venture with British Mechanical Engineering Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786).

Munich: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASUREMENT (ELECTRONICA) – November 7-13, 1968.

The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

1969

Frankfurt: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27, 1969.
A probable joint venture with the Dairy Engineering Association. Firms interested in participation should contact the Association.
(Mr. R. M. D. Ure, Ext. 2436).

Essen: WELDING AND CUTTING FAIR – September 20-28, 1969.
A probable joint venture with the British Electrical and Allied Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559).

Basle: INTERNATIONAL NUCLEAR INDUSTRIES FAIR – October 6-10, 1969.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext 3071).

Foodstuffs, Food Machinery, Hotel and Catering

1967

Los Angeles: PACIFIC FINE FOODS AND BEVERAGES FAIR – July 16-19, 1967.
British section organized by the British Consulate-General in Los Angeles.
(Mr. A. F. Fenton, Ext. 2786).

New York: FANCY FOOD AND CONFECTIONERY SHOW – August 26-29, 1967.
A joint venture with the British Foods Export Council.
(Mr. A. F. Fenton, Ext. 2786).

Dublin: IRISH INTERNATIONAL FOOD AND DRINKS FAIR – September 1967.
A joint venture with the London Chamber of Commerce (8 firms).
(Mrs. M. S. Cartlich, Ext. 2788).

Munich: INTERNATIONAL HOTEL AND CATERING TRADES EXHIBITION (IGAFA) – September 15-24, 1967.
A joint venture with the London Chamber of Commerce (5 firms).
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – September 30-October 8, 1967.
A joint venture with the British Food Export Council (50 firms). Firms interested in participation should contact the Council immediately.
(Mr. J. A. Swinton, Ext. 2777).

Malmo: RESTA III INTERNATIONAL HOTEL AND RESTAURANT FAIR – October 4-8, 1967.
A joint venture with the London Chamber of Commerce (6 firms). Firms interested in participation should contact the Chamber.
(Mrs. I. M. Janzen, Ext. 2489).

1968

Amsterdam: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January 2-5, 1968.
Possible joint ventures with appropriate trade associations.
(Mr. T. E. Kerfoot, Ext. 3071).

Murcia: 6TH INTERNATIONAL TINNED GOODS AND FOOD FAIR (FICA) – April 1-10, 1968
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mrs. M. S. Cartlich, Ext. 2788).

Stuttgart: INTERNATIONAL BAKERY EXHIBITION (IBA) – May 11-19, 1968.
A joint venture with the Bakery Equipment Manufacturers' Society. Firms interested in participation should contact the Society immediately.
(Mr. P. R. Clay, Ext. 3559).

Munich: INTERNATIONAL EXHIBITION OF PROVISIONS AND FINE FOODS (IKOFA) – September 21-29, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

1969

Cologne: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – September-October 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Furniture, Furnishings, Household Equipment and Hardware

1967

Milan: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE EXHIBITION – September 2-5, 1967.
A joint venture with the British Art Metal Manufacturers' Export Group. Firms interested should contact the Export Group.
(Miss F. King, Ext. 2782).

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 7-9, 1967.
Joint ventures with:
(1) Federation of British Horticultural Exporters.
(2) British Electrical and Allied Manufacturers' Association.
(3) British Art Metal Manufacturers' Export Group.
(Mr. J. A. Swinton, Ext. 2777).

Seattle: 62ND GENERAL CONVENTION OF THE PROTESTANT EPISCOPAL CHURCH – September 17-27, 1967.
A joint venture with the National Association of Church Furnishers (5 firms).
(Mr. A. F. Fenton, Ext. 2786).

Lyons: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 7-10, 1967.
Joint ventures with:
(1) The British Furniture Manufacturers' Federated Associations.
(2) The Federation of British Carpet Manufacturers (3 firms).
(Mr. A. G. Pearson, Ext. 2783).

New York: NATIONAL HARDWARE SHOW – October 9-12, 1967.
Joint ventures with:
(1) The Federation of British Horticultural Exporters Ltd.
(2) British Hardware Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786).

Valencia: 4TH SPANISH FAIR OF FURNITURE WOODWORK AND WICKERWORK – October 15-24, 1967.

(*Continued on next page*)

Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their trade associations.
(Mrs. M. S. Cartlich, Ext. 2788).

1968

Toronto: NATIONAL FLOOR COVERING SHOW – January 8-13, 1968.
Possible joint ventures with:
(1) The Federation of British Carpet Manufacturers.
(2) The Tufted Carpet Manufacturers' Association.
(Mrs. M. S. Cartlich, Ext. 2788).

Paris: INTERNATIONAL FURNITURE EXHIBITION – January 18-22, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. J. Ager, Ext. 2783).

Cologne: INTERNATIONAL FURNITURE FAIR – January 23-28, 1968.
A joint venture with the British Furniture Manufacturers' Federated Association. Firms interested in participation should contact the Association.
(Mr. J. A. Swinton, Ext. 2777).

Toronto: CANADIAN HARDWARE SHOW – February 5-8, 1968.
A possible joint venture with the Federation of British Horticultural Exporters.
(Mrs. M. S. Cartlich, Ext. 2788).

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 15-18, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Naples: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERE DELLA CASA) – June/July 1968.
An official information stand manned by representatives of the British Consulate-General at Naples.
(Miss F. Kng, Ext. 2782).

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Basle: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 1-3, 1968.
A probable joint venture with the Hardware Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. T. E. Kerfoot, Ext 3071).

1969

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Naples: HOMES, FURNISHINGS AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June/July 1969.
An official information stand manned by representatives of the British Consulate General at Naples.
(Miss F. King, Ext. 2782).

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Heating and Ventilating

1967

Brussels: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September 16-24, 1967.
Joint venture with:
The Building Materials Export Group (8 firms).
(Mr. T. E. Kerfoot, Ext. 3071).

1968

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 3-7, 1968.
Possible joint venture with the British Oil and Gas Firing Equipment Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. R. M. D. Ure, Ext. 2436).

1969

Stuttgart: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 26-30, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Frankfurt: INTERNATIONAL PLUMBING AND HEATING EXHIBITION – April 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Horticultural and Horticultural Equipment

1967

Orleans: INTERNATIONAL FLOWER EXHIBITION – October 6-15, 1967.
A joint venture with the Federation of British Horticultural Exporters.
(Mr. A. G. Pearson, Ext. 2783).

Hospital and Medical Equipment

1967

Paris: 18TH INTERNATIONAL VETERINARY CONGRESS – July 17-22, 1967.
A joint venture with the Association of British Pharmaceutical Industry (8 firms).
(Mr. R. J. Ager, Ext. 2783).

Chicago: ANNUAL MEETING OF THE AMERICAN HOSPITAL ASSOCIATION – August 21-25, 1967.
A joint venture with the Surgical Instrument Equipment and Appliances Export Group. Firms interested in participation should contact the group.
(Mr. A. F. Fenton, Ext. 2786).

Helsinki: PHYSICIANS DAYS – November 12-18, 1967.
Joint venture with the Association of the British Pharmaceutical Industry. Firms interested in participation should contact the Association.
(Mrs. I. M. Janzen, Ext. 2489).

1968

Gothenburg: INTERNATIONAL EXHIBITION FOR MEDICAL CARE AND HEALTH – April 3-7, 1968.
A possible joint venture with the Surgical Instrument, Equipment and Appliances Export Group. Firms interested in participation should contact the group.
(Mrs. I. M. Janzen, Ext. 2489).

Vienna: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT – May 15-19, 1968.
Possible joint venture with the Surgical, Instrument, Equipment and Appliances Export Group. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782).

Leather, Leather Goods and Fur

1967

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August 26-30, 1967.
A joint venture with the National Leather Goods and Saddlery Manufacturers' Association (18 firms).
(Miss N. L. Charles, Ext. 2011).

Paris: INTERNATIONAL LEATHER WEEK – September 8-13, 1967.
Joint ventures with:
(1) The British Leather Federation (35 firms).
(2) The Leather Importers, Factors and Merchants' Association (16 firms) and
(3) The British Footwear Manufacturers' Federation (10 firms).
(Mr. R. J. Ager, Ext. 2783).

New York: LEATHER AND ALLIED INDUSTRIES EXHIBITION – October 31-November 2, 1967.
Probable joint venture with the British Leather Federation.
(Mr. A. F. Fenton, Ext. 2786).

1968

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – March 2-7, 1968.
A probable joint venture with the National Leather Goods and Saddlery Manufacturers' Association. Firms interested in participation should contact the Association.
(Miss N. L. Charles, Ext. 2011).

Frankfurt: INTERNATIONAL FUR FAIR – April 24-28, 1968.
Probable joint venture with the British Fur Trade Association. Firms interested in participation should contact the Association.
(Mr. P. R. Clay, Ext. 3559).

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August 31- September 4, 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Paris: INTERNATIONAL LEATHER WEEK – September 1968.
Possible joint ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783).

1969

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – February 22-27, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Frankfurt: INTERNATIONAL FUR FAIR – April 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Offenbach: INTERNATIONAL LEATHER GOODS FAIR – August-September 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Motor Vehicles, Motor Cycles and Bicycles

1967

Los Angeles: IMPORTED AUTOMOBILE AND SPORTS CAR SHOW – September 1-10, 1967.
A possible joint venture with the Society of Motor Manufacturers and Traders Ltd. Firms interested in participation should contact the society.
Mr. A. F. Fenton, Ext. 2786).

Frankfurt: INTERNATIONAL MOTOR SHOW – September 14-24, 1967.
A joint venture with the Society of Motor Manufacturers and Traders (33 firms).
(Mr. J. A. Swinton, Ext. 2777).

Turin: INTERNATIONAL MOTOR SHOW – November 1-12, 1967.
A joint venture with the Society of Motor Manufacturers and Traders. Firms interested should contact the society.
(Miss F. King, Ext. 2782).

1968

Philadelphia: ANNUAL NATIONAL AUTOMOTIVE ACCESSORIES EXPOSITION – January 1968.
Possible joint venture with the Society of Motor Manufacturers and Trades.
(Mr. A. F. Fenton, Ext. 2786).

Geneva: INTERNATIONAL MOTOR SHOW – March 14-24, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. T. E. Kerfoot, Ext. 3071).

Cologne: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Turin: INTERNATIONAL MOTOR SHOW – November 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782).

1969

Frankfurt: INTERNATIONAL MOTOR SHOW – September 11-21, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Turin: INTERNATIONAL MOTOR SHOW – November 1969.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782).

Music and Musical Instruments

1968

Cannes: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Mr. A. G. Pearson, Ext. 2783).

Office Machinery and Equipment

1967

Milan: ITALIAN OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 29-October 7, 1967.
A probable joint venture with the Business Equipment Trade Association. Firms interested in participation should contact the Association.
(Miss F. King, Ext. 2782).

Cologne: INTERNATIONAL EXHIBITION OF REPROGRAPHY – October 25-30, 1967.
A joint venture with the Drawing Office Material Manufacturers' and Dealers' Association (8 firms).
(Mr. J. A. Swinton, Ext. 2777).

1968

Stockholm: DATA '68 INTERNATIONAL DATA PROCESSING EXHIBITION – April 22-28, 1968.
The Board of Trade are considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

Packaging Machinery and Materials

1967

Gothenburg: THE SECOND INTERNATIONAL SCANPACK TRADE FAIR – October 19-25, 1967.
Joint venture with the Institute of Packaging. Firms interested in participation should contact the Institute.
(Mrs. I. M. Janzen, Ext. 2489).

1968

Tokyo: INTERNATIONAL PACKAGING EXHIBITION – September 4-10, 1968.
The Board of Trade are considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mrs. I. M. Janzen, Ext. 2489).

1969

Düsseldorf: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May 1969.
The Board of Trade are considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Pottery and Glass

1968

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION – June 1968.
Possible joint ventures with appropriate trade associations.
(Mr. R. J. Ager, Ext. 2783).

Printing and Stationery

1967

St. Louis: INTERNATIONAL VISUAL COMMUNICATIONS CONGRESS – November 11-14, 1967.
A possible joint venture with the Drawing Office Material Manufacturers' and Dealers' Association. Firms interested in participation should contact the association.
(Mr. A. F. Fenton, Ext. 2786).

1968

Chicago: INTERNATIONAL GRAPHIC ARTS EXPOSITION (PRINT '68) – June 20-25, 1968.
A joint venture with the British Printing Machinery Manufacturers' Association.
(Mr. A. F. Fenton, Ext. 2786).

Scientific, Surgical and Photographic Instruments

1967

Debrecen: 14TH INTERNATIONAL SPECTROSCOPY COLLOQUIUM – August 7-12, 1967.
A joint venture with the Scientific Instrument Manufacturers' Association (5 firms).
(Mr. J. Gallacher, Ext. 3558).

Mexico City: DISPLAY OF BRITISH SCIENTIFIC INSTRUMENTS – September 4-10, 1967.
Joint venture with the Scientific Instrument Manufacturers' Association of Great Britain Ltd. (35 firms).
(Miss M. S. Jones, Ext. 2788).

Chicago: 22ND ANNUAL INTERNATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – September 11-14, 1967.
A probable joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786).

1968

Moscow: DISPLAY OF BRITISH SCIENTIFIC INSTRUMENTS – April 1968.
A joint venture with the Scientific Instrument Manufacturers' Association. Firms interested in participation should contact the Association.
(Mr. R. I. Morgan, Ext. 2785).

Lausanne: INTERNATIONAL CONGRESS AND EXHIBITION OF PHOTOGRAMMETRY – September 1968.
A probable joint venture with the Scientific Instrument Manufacturers' Association. Firms interested should contact the Association.
(Mr. T. E. Kerfoot, Ext. 3071).

Cologne: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – September 28-October 6, 1968.
A joint venture with the British Photographic Export Group. Firms interested in participation should contact the Group.
(Mr. J. A. Swinton, Ext. 2777).

Düsseldorf: INTERNATIONAL EXHIBITION AND CONGRESS OF INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 9-15, 1968.
The Board of Trade are considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. J. A. Swinton, Ext. 2777).

Milan: INSTRUMENTATION AND AUTOMATION FAIR – November 19-25, 1968.
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss F. King, Ext. 2782).

Ships and Boats

1967

Helsinki: MARINE EXHIBITION (NAVIGARE 67) – September 15-24, 1967.
Joint ventures with:
(1) The British Marine Equipment Council (15 firms).
(2) The British Hovercraft Association (12 firms).
(Mrs. I. M. Janzen, Ext. 2489).

Chicago: MARINE TRADES EXHIBIT AND CONFERENCE – September 29-October 1, 1967.
A possible joint venture with the Ship and Boat Builders' National Federation. Firms interested in participation should contact the Federation.
(Mr. A. F. Fenton, Ext. 2786).

1968

Hamburg: BOAT SHOW – January 18-24, 1968.
A propable joint venture with the Ship and Boat Builders' National Federation. Firms interested in participation should contact the Federation.
(Mr. R. M. D. Ure, Ext. 2436).

New York: NATIONAL BOAT SHOW – February 7-18, 1968.
Probable joint venture with the Ship and Boat Builders' National Federation.
(Mr. A. F. Fenton, Ext. 2786).

Oslo: 2ND INTERNATIONAL SHIPPING EXHIBITION – May 20-29, 1968.
Possible joint ventures with the British Marine Equipment Council and the Shipbuilding Conference. Firms interested in participation should contact the Council or the Conference.
(Mrs. I. M. Janzen, Ext. 2489).

1969

Hamburg: BOAT SHOW – January 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Textiles

1967

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 21-24, 1967.
A joint venture with the Textile Promotion Consultative Committee. Firms interested in participation should contact the Committee.
(Mr. R. M. D. Ure, Ext. 2436).

1968

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 21-24, 1968.
A probable joint venture with the Textile Promotion Consultative Committee. Firms interested in participation should contact the Committee.
(Mr. R. M. D. Ure, Ext. 2436).

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 19-22, 1968.
A probable joint venture with the Textile Promotion Consultative Committee. Firms interested in participation should contact the Committee.
(Mr. R. M. D. Ure, Ext. 2436).

1969

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 20-23, 1969.
The Board of Trade will be considering joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Frankfurt: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. R. M. D. Ure, Ext. 2436).

Textile Machinery

1967

Basle: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – September 27-October 6, 1967.
A joint venture with the Textile Recorder (Machinery and Accessories) Exhibition Ltd. (113 firms).
(Miss F. King, Ext. 2782).

Toys, Games and Sports Equipment

1967

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 22-24, 1967.
Joint ventures with the Federation of British Manufacturers of Sports and Games (31 firms) and the Camping Trade Association of Great Britain (10 firms).
(Miss N. L. Charles, Ext. 2011).

1968

Chicago: NATIONAL SPORTING GOODS SHOW – Februry 4-8, 1968.
Possible joint ventures with:
(1) The Federation of British Manufacturers of Sports and Games Ltd., and
(2) The Camping Trade Association of Great Britain Ltd.
Firms interested in participation should contact either of the above associations.
(Mr. A. F. Fenton, Ext. 2786).

Nuremberg: INTERNATIONAL TOY FAIR – February 10-16, 1968.
A joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the association.
(Mr. P. R. Clay, Ext. 3559).

Montreal: CANADIAN TOY FAIR – February 29-March 7, 1968.
A joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the Association.
(Miss M. S. Jones, Ext. 2788).

Toronto: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 15-23, 1968.
Possible joint venture with the appropriate trade associations.
(Mrs. M. S. Cartlich, Ext. 2788).

Sydney: INTERNATIONAL TOY FAIR – March 17-21, 1968.
Probable joint venture with the British Toy Manufacturers' Association. Firms interested in participation should contact the association.
(Mrs. I. M. Janzen, Ext. 2489).

New York: INTERNATIONAL TOY FAIR – March 10-14, 1968.
Possible joint venture with:
(1) The British Toy Manufacturers' Association.
(2) The British Cycle and Motor Cycle Industries Association.
(Mr. A. F. Fenton, Ext. 2786).

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 1968.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

1969

Nuremberg: INTERNATIONAL TOY FAIR – February 8-14, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. P. R. Clay, Ext. 3559).

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

Miscellaneous

1967

New York: NATIONAL JEWELLERY TRADE SHOW – August 6-10, 1967.
A joint venture with the Jewellery Trade Export Group (62 firms).
(Mr. A. F. Fenton, Ext. 2786).

New York: NATIONAL TRADE SHOW OF THE PET INDUSTRY – September 8-10, 1967.
A possible joint venture with the British Pet Trade Fair Founders' Club (10 firms).
(Mr. A. F. Fenton, Ext. 2786).

New York: DISPLAY BY DESIGN AND ART DIRECTORS ASSOCIATION – November 1967.
A possible joint venture with the Design and Art Directors Association.
(Mr. A. F. Fenton, Ext. 2786).

Düsseldorf: EXHIBITION AND CONGRESS OF INDUSTRIAL SAFETY AND FACTORY HYGIENE – November 15-18, 1967.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

1968

Wiesbaden: INTERNATIONAL PETS TRADE FAIR – May 17-19, 1968.
A joint venture with the Pet Trade Association. Firms interested in participation should contact the Association.
(Mr. J. A. Swinton, Ext. 2777).

Hanover: 9TH EUROPEAN EDUCATIONAL MATERIALS FAIR (DIDACTA) – June 7-11, 1968.
A joint venture with the Educational Equipment Association (66 firms). Firms interested in participation should contact the Association immediately.
(Mr. R. M. D. Ure, Ext. 2436).

1969

Düsseldorf: 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR – June 9-13, 1969.
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Miss N. L. Charles, Ext. 2011).

PROGRAMME OF FORTHCOMING EVENTS IN THE USSR

The Board of Trade have been notified that the following exhibitions will be held in the USSR from 1968-1970.

Moscow: MUNICIPAL SERVICE AND DOMESTIC EQUIPMENT EXHIBITION – May 21-June 4, 1968.

Leningrad: MODERN MACHINERY AND EQUIPMENT OF FISH AND SEA PRODUCTS CATCHING AND PROCESSING – August 6-20, 1968.

Moscow: EXHIBITION OF MODERN EQUIPMENT FOR AUTOMATION OF PRODUCTION PROCESSES – May-June 1969.

Moscow: MODERN PRINTING MACHINERY EXHIBITION – September 1969.

Moscow: EXHIBITION OF MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY – May-June 1970.

Moscow: INTERNATIONAL CHEMISTRY EXHIBITION – September 1970.
Further information will be given as it becomes available.
(Mr. R. I. Morgan, Ext. 2785).

(c) British Weeks and Store Promotions

1967

Daytona Beach: IVEYS – July 10-22, 1967.
This promotion will feature consumer goods from Britain. The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1 (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Los Angeles: BROADWAY STORES – August 21-September 1, 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is Gimbel Brothers & Saks, Berkeley Square House, Berkeley Square, London, W.1 (Tel. Mayfair 3031).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Paris: AU PRINTEMPS – MAJOR STORE PROMOTION – September 5-20, 1967.
Au Printemps, one of the leading departmental store chains in France, is staging a massive promotion of British goods, not only in the main store in Paris but also in some 40 of its provincial branches. There is no doubt that it will be the biggest store promotion of British goods in Europe this year. All types of consumer merchandise are being sought, and United Kingdom firms willing to offer their products should contact Le Directeur Commercial, SAPAC, 102 Rue de Provence, Paris 9e. The store is particularly seeking goods which are obviously British or can be offered to them on an exclusive basis.
The Board of Trade is fully supporting this promotion and will be assisting in a number of ways in addition to supplying very considerable quantities of display material. Supporting features are likely to include three policemen, three pipers, a couple of London taxis and a replica of Picadilly Circus.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Zurich: GRIEDER & CO. – STORE PROMOTION – September 8-29, 1967.
This high quality fashion store will hold a promotion of British men's and women's fashions.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Madison: HARRY S. MANCHESTER INC. – September 11-23, 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1 (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

St. Louis: FAMOUS BARR – STORE PROMOTION – September 11-23, 1967.
This store is planning a major promotion of consumer goods from Britain and the British Commonwealth. The majority of goods will be purchased from Britain.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1 (Tel. Regent 4583).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Louisville: STEWART DRY GOODS CO. – September 18-30, 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is Associated Dry Goods (UK) Ltd., 24 Great Titchfield Street, London, W.1 (Tel. Museum 5781).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Minneapolis: DAYTON'S. STORE PROMOTION – September 23-October 7, 1967.
This major British promotion will feature consumer goods.
The London Buying House representing this store is Associated Merchandising Corporation, 1b Baker Street, London, W.1 (Tel. Hunter 4721).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Liege: GRAND BAZAR DE LA PLACE ST. LAMBERT – STORE PROMOTION – September 21-28, 1967.
The theme of the store's Autumn fashion shows will be 'L'Angleterre'. There will be 10 shows in Liege and four in Verviers and the store's windows will be dressed accordingly.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Copenhagen: DERES TOJ EKSPERT – STORE PROMOTION – September 25-October 9, 1967.
This organization consists of 100 independent shops throughout Denmark retailing men's clothing. The Board of Trade will provide a large amount of display material to help the theme 'British Quality for Men'. A number of supporting features will be organized by DTE.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Brussels: BRITISH WEEK – September 29-October 7, 1967.
Over 1,800 shopkeepers have been canvassed in Brussels, a large proportion of them having expressed the wish to display British goods during the Week.
The initial enthusiasm shown by the Belgians for this event has been mounting steadily throughout recent months and the Brussels Week should undoubtedly be one of the most successful of those held in Europe.
It is hoped that British manufacturers will take advantage of the goodwill that has been generated in Brussels by ensuring that their products are featured in the Brussels shops during the Week and that there are adequate stocks to meet the increased demand which normally arises during a British Week. The address of the British Week Office is 131 rue du Commerce, Brussels 4, Belgium. The Director of this office is Mr. S. John Peskett, OBE. Telephone Brussels 12.18.58 or 12.19.46 (Telex 2026-23462).
(Mr. P. K. Guenebault, Ext. 3449).

United States, City Stores Group: Autumn 1967.
Several department stores in this group will be staging promotions this autumn in which British goods will be featured as well as those of other countries. The stores concerned are New Orleans: Maison Blanche – September 17-30. Birmingham: Loveman's – October 9-14. Louisville: Kaufman's – October 23-November 4. Miami: Richard's – September 6-16. Memphis: Lowenstein's – October 2-9. Philadephia: Litt Bros. – September 6-16. Washington: Lansburgh's – October 14-23. The London Buying House representing the City Stores Group is Metasco Inc., 167 Oxford Street, London, W.1 (Tel. Gerrard 3301).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Hong Kong: WING ON – Autumn 1967.
This major British promotion will feature consumer goods. The London Buying House representing this store is The Wing On Company, 146 Bishopsgate, London, E.C.2 (Tel. Bishopsgate 5178).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Pittsburgh: JOSEPH HORNE CO. – Autumn 1967.
This promotion will feature British consumer goods with an emphasis on menswear and will take place in the autumn. The London Buying House representing this store is Associated Dry Goods (UK) Ltd., 24 Great Tichfield Street, London, W.1 (Tel. Museum 5781).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Los Angeles: J. W. ROBINSON CO. – Autumn 1967.
This promotion will feature consumer goods from Britain and other countries and will take place in the autumn.
The London Buying House representing this store is Associated Dry Goods (UK) Ltd., 24 Great Titchfield Street, London, W.1 (Tel. Museum 5781).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

United States: Autumn 1967.
The British Menswear Guild, with the support of the Board of Trade, is sponsoring promotions in the following stores in the autumn of this year: Stix Baer & Fuller, St. Louis; Brills, Milwaukee; John Wannamaker, Philadelphia; Robert Kirk Ltd., San Francisco; Kaufmann, Inc., Pittsburgh.
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Arezzo, Italy: BRITISH SHOPPING DAYS AT AREZZO – October 5-7, 1967.
About 60 to 70 shops, stocking a wide range of consumer goods, are expected to take part in this promotion. The Board of Trade will be supplying display material, and it is expected that some supporting events will be arranged locally. Although the promotion is planned for only three days, British goods and the display material will remain in the shops for rather longer.
(Mr. P. S. E. Hooper, Ext. 2755).

Bergen: KLOVERHURST – STORE PROMOTION – October 6-14, 1967.
Kloverhuset is the leading clothing store in the city selling in the high and medium price range and specializing in men's and women's ready to wear clothes. It also sells accessories, children's wear and piece-goods. The promotion will be based on young fashions and will be supported by window and store displays, models and possibly visits by personalities.

Sundt: STORE PROMOTION – October 6-14, 1967.
Sundt & Co. are the principal department store in Bergen and are interested in most classes of merchandise stocked by such stores.
They sell mainly in the medium price range and their promotion will be directed towards modern styles and designs.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Strasbourg: BRITISH SHOPPING WEEK – October 6-14, 1967.
Following the recent British Shopping Week in Metz the city of Strasbourg will hold a similar Week this autumn.
Shop-visiting by the British Consulate-General in Strasbourg has begun and it is expected that over 200 shops will take part in the Week, thus providing excellent outlets for manufactures new to this market. In addition, facilities are being arranged for a limited number of firms promoting sales of capital goods to show technical films and address invited audiences of up to 50 people at a time.
A fairly extensive programme of supporting events is envisaged including a double decker-bus, three policemen and two policewomen, as well as a British Military band. The city of Leicester, which is twinned with Strasbourg, will be taking an active part in the Week although details have yet to be finalized. The Board of Trade is giving the promotion its fullest support and in addition to providing substantial amounts of display material for the shops and the street will be assisting in a variety of ways.
Manufacturers seeking outlets for their products in Strasbourg are invited to contact Mr. J. S. A. Selwyn, British Consulate-General, B.P. 42, 10 Rue du General, Castelnau, Strasbourg (Bas Rhin), France.
(G. F. Snell, Tate Gallery 1288, Ext. 7249).

Tokyo: SEIBU DEPARTMENT STORE – October 6-18, 1967.
This major British promotion will feature consumer goods. The London Buying House representing the store is J. Raymond Wilson & Co. Limited, 4 Chiswell Street, London, E.C.1 (Tel. Metropolitan 9231).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Dallas: NEIMAN MARCUS – STORE PROMOTION – October 7-21, 1967.
This major British promotion will feature consumer goods. The London Buying House representing this store is Neiman Marcus, Berkeley Square House, Berkeley Square, London, W.1 (Tel. Mayfair 3031).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Pittsburgh: KAUFMANN INC. – October 9-30, 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1 (Tel. Regent 4583).
(Mr. R. A Hillier, Tate Gallery 1288, Ext. 7240).

Vienna: BRITISH MENSWEAR GUILD – STORE PROMOTIONS – October 10-21, 1967.
The British Menswear Guild is arranging promotions of British men's wear in the following Viennese stores: Leschka & Co., Graben 16, 1010 Vienna; Sir Anthony, Kärntnesstrasse 21/23, 1010 Vienna; Bally G.m.b.H., Sterngasse 13, 1010 Vienna; E. Braun & Co., Graben, 1010 Vienna; Adlmüller, Kärntnerstrasse, 1010 Vienna; P. & C. Habig, Kärntnerstrasse 51, 1010 Vienna; C. H. Berger 'Zur Englischen Flotte', Kärntnerstrasse 36, 1010 Vienna; Roberts Herrenmode, Kärntnerstrasse 12, 1010 Vienna.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Cincinnati: SHILLITO'S – October 10-22, 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is Associated Merchandising Corporation, 16 Baker Street, London, W.1 (Hunter 4730).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Tokyo: MITSUKOSHI DEPARTMENT STORE – October 10-21, 1967.
This major British promotion will feature consumer goods.
The London Buying House representing the store is Lablanc Limited, 251-6 Tottenham Court Road, London, W.1 (Tel. Museum 3113).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Chattanooga: MILLER BROS. – October 12-21, 1967.
This promotion will feature consumer goods from Britain. The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1 (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Toronto: BRITISH WEEK – October 12-21, 1967.
Under joint patronage of the Prime Ministers of the United Kingdom and Canada this massive promotion of British consumer goods is jointly organized by the Board of Trade and the Committee for Exports to Canada (CECAN).
IN TORONTO the British Week Office is making the second round of calls on shops in the target areas and keen and growing interest is being shown by retailers.
IN BRITAIN a letter signed by Lord Brown, Minister of State, Board of Trade, and Sir Ralph Perring, chairman of the Toronto Week Steering Committee, was sent to nearly 5,000 manufacturers urging them to take advantage of the Week and there has been a most encouraging response.
The CECAN Product Group Committees have continued to encourage firms and special Government supported samples, displays or selling missions covering women's wear, footwear, food, pottery, giftware, cosmetics, tobacco and books have taken place. Carpet, furniture, toy and cycle, etc. manufacturers have also shown their products at Toronto trade fairs.
The British Week Office (director, Raymond Jones) is at 200 University Avenue, Toronto 1, but firms should first apply for information to Miss Ann Roush, CECAN or the Board of Trade.
(Mr. A. H. Divers, Ext. 3373).

New Orleans: D. H. HOLMES – October 21-31, 1967.
This promotion will feature consumer goods from Britain other countries.
The London Buying House representing this store is Frederick Atkins International Ltd., 72 New Bond Street, London, W.1 (Tel. Mayfair 9806).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Lexington: MEYER'S RIDING APPAREL AND SPORTSWEAR – October 28-November 3, 1967.
This promotion will feature consumer goods from Britain. The London Buying House representing this store is Baker Warburg, Division of Gus International, Glen House, 200 Tottenham Court Road, London, W.1 (Tel. 01-636 9192).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Pittsburgh: GIMBEL BROTHERS – October 29-November 11, 1967.
This promotion will feature consumer goods from Britain. The London Buying House representing this store is Gimbel Brothers, Berkeley Square House, Berkeley Square, London, W.1 (Tel. Mayfair 3031).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Los Angeles: MAY CO. – October 30-November 11, 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52/53 Conduit Street, London, W.1 (Tel. Regent 4583).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

San Francisco: R. H. MACY & CO. INC. – November 1-18, 1967.
This promotion will feature consumer goods from Britain and other countries.
The London Buying House representing this store is R. H. Macy & Co. Inc., 52/53 Conduit Street, London, W.1 (Tel. Regent 4583).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

1968

Innsbruck: KAUFHAUS TYROL – STORE PROMOTION – End of February 1968.
The largest departmental store in West Austria. Will mount a general presentation of British goods with the theme 'Britain as an EFTA Partner'.
(Mr. A. E. H. Sammons, Tate Gallery 1288, Ext. 7251).

Australia: DAVID JONES GROUP – April/May 1968.
A full-scale promotion of British goods will be held in Australia during April/May 1968 in at least 12 of the department stores of the David Jones group.
They are seeking new sources of supply for china and glassware, textile (all types), hosiery, gloves, floor coverings, furnishings fabrics, shoes, handbags, hardware, foodstuffs, toys, knitwear, costume jewellery etc.
Commercial inquiries should be directed to the group's London Buying House, David Jones Ltd., 315 Regent Street, London, W.1 (Mr. N. L. Bishop, Tel. Langham 1555).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Canada, Edmonton: HUDSON BAY COMPANY – April 18-27, 1968.
Vancouver: " " " – May 9-18, 1968.
Victoria: " " " – June 3-10, 1968.
These major British promotions will feature consumer goods. The London Buying House representing these stores is Associated Merchandising Corporation, 1B Baker Street, London, W.1 (Tel. Hunter 4721).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

Stockholm: MAJOR BRITISH WEEK – September 27-October 5, 1968.
As announced at a special inaugural conference in Stockholm on Wednesday, March 1, the major British Week in Europe in 1968 will be in that city. It will follow the same general pattern as those that have been held so successfully in Düsseldorf, Copenhagen, Amsterdam, Milan and Lyons.
A British Week Office has been established in Stockholm with a team of four executives. It is hoped that many hundreds of shops will purchase and display British goods and as a first step these are being visited by staff from the British Week Office. A very comprehensive programme of supporting events and special features will also be arranged.
Manufacturers seeking further information should contact either the Export Council for Europe, 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121), or the Board of Trade as below.
(Miss M. M. Wood, Abbey 7877, Ext. 3042).

New York: R. H. MACY & CO. INC. – Autumn 1968.
This major British promotion will feature consumer goods. The London Buying House representing this store is R. H. Macy & Co. Inc., 52 Conduit Street, London, W.1 (Tel. Regent 4583).
(Mr. R. A. Hillier, Tate Gallery 1288, Ext. 7240).

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

SECTIONS II—IV

Trade Fairs and Exhibitions

The Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1 will be pleased to answer general inquiries about events in Sections II-IV, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Information can also be provided about other events which, owing to space limitation, are not included in the lists. The telephone number of the Board of Trade is 01-222 7877, extensions:—

Cologne, Dusseldorf, Offenbach, Wiesbaden	*2569*	*Paris, other Towns in France, Belgium, Luxemburg*	*2783*
Other Towns in Western Germany	*3557*	*Malta, Netherlands, Switzerland*	*3071*
Austria, Italy	*2782*	*Western Europe, Scandinavia and rest of world*	*2496*
Eastern Europe	*3558*	*United Kingdom*	*3008*

• event held annually at approximately the time stated
† event held in alternate years at approximately the time stated

European Trade Fairs and Exhibitions

1967—General

DORNBIRN: AUSTRIAN EXPORT AND SAMPLES FAIR – July 28-August 6.
• Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. Knightsbridge 6938).

MESSINA: INTERNATIONAL TRADE FAIR – August 7-21.
• Apply, Ente Autonomo Fiera Di Messina, Via Liberta, Messina.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August 11-20.
• Apply, Skanemassan, Stiftelsen Masshallar, Box 19015, Malmo.

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29.
• Apply, Feria De Muestras Internacional de Bilbao, Tercio de Begona 2, Aportodo 468, Bilbao.

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
• Apply, Brigadier B. W. Bethel, British Chamber of Commerce of Turkey, (Inc.), 69 Cannon Street, London, E.C.4 (Tel. City 4444).

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August 27-30.
• Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

LEIPZIG: INTERNATIONAL AUTUMN FAIR – September 3-10.
• Apply, Leipzig Fair Agency in Great Britain, 19 Dover Street, London, W.1 (Tel. Hyde Park 3111/2).

SALONIKA: INTERNATIONAL TRADE FAIR – September 3-24.
• Apply, Foire International de Thessalonika, Salonika.

UTRECHT: ROYAL NETHERLANDS INDUSTRIES FAIR – September 4-12.
• Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

BARI: INTERNATIONAL LEVANT FAIR – September 7-20.
• Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

STRASBOURG: INTERNATIONAL FAIR – September 7-18.
• Apply, M. le President, 9 rue Brulee, Strasbourg.

ZAGREB: INTERNATIONAL AUTUMN FAIR – September 7-17.
• Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

DIEPPE: 3RD FRANCO-BRITISH FAIR – September 9-17.
Apply, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1, Sussex (Tel. Brighton 28070).

LAUSANNE: SWISS NATIONAL AUTUMN FAIR (COMPTOIR SUISSE) – September 9-24.
• Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1 (Tel. Paddington 0701).

LIEGE: INTERNATIONAL AUTUMN COMMERCIAL FAIR – September 9-24.
• Apply, Belgium House, 167 Regent Street, London, W.1 (Tel. Regent 1491).

BRNO: INTERNATIONAL TRADE FAIR – September 10-19.
• Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W.1 (Tel. Regent 0855).

VIENNA: INTERNATIONAL TRADE FAIR – September 10-17.
• Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. Knightsbridge 6938).

STOCKHOLM: ST. ERIK'S FAIR – September 13-24.
• Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

BOLZANO: INTERNATIONAL SAMPLES FAIR – September 15-25.
• Apply, Fiera Campionaria Internazionale di Bolzano, C.P. 297, Bolzano.

MARSEILLES: INTERNATIONAL FAIR – September 21-October 2.
• Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1 (Tel. Chancery 4224/5).

INNSBRUCK: EXPORT AND SAMPLES FAIR – September 23-October 1.
• Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. Knightsbridge 6938).

PLOVDIV: 23RD INTERNATIONAL FAIR – September 24-October 3.
• Apply, The Fair Administration, Plovdiv International Fair, 50 Lenin Blvd., Plovdiv, Bulgaria.

METZ: INTERNATIONAL FAIR – September 27-October 8.
• Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 69 Cannon Street, London, E.C.4 (Tel. Central 9431).

GRAZ: AUTUMN FAIR – September 30-October 8.
• Apply, Dr. Kager, Graz Messeplatz, Postfach 63, Graz, Austria.

ZARAGOZA: NATIONAL SAMPLES FAIR – September 30-October 15.
• Apply, Camara Oficial de Comercio e Industria, Jaine 1-18, Zaragoza.

COPENHAGEN: INTERNATIONAL TRADE FAIR – October 20-29.
• Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

1967—Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

ST. GALLEN: AGRICULTURAL AND DAIRY SHOW (OLMA) – October 12-22.
• Apply, Swiss Embassy, 18 Montagu Place, Bryanston Square, London, W.1 (Tel. Paddington 0701).

COPENHAGEN: INTERNATIONAL AGRICULTURAL EXHIBITION (AGRIMA '67) – December 11-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

Books and Periodicals

FRANKFURT: INTERNATIONAL BOOK FAIR – October 12-17.
• Apply, Ausstellungs und Messe, G.m.b.H., des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Continued on page xviii

EXHIBITIONS

The Industrial & Trade Fairs Holdings Group, by far the most powerful Exhibition Organisation in the world today, is in a unique position to offer companies both large and small, from Britain or overseas, the opportunity to participate in established, successful exhibitions or to discuss the possibility of creating new group selling activities anywhere in the world.

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International Men's and Boys' Wear Exhibition (Imbex)
International Packaging Exhibition (Pakex)
The International Television and Radio Show
International Watch and Jewellery Trade Fair
Industrialised Building Systems and Components Exhibition
Soviet Industrial and Trade Exhibition
Engineering Materials and Design Exhibition
Fashion in Footwear Exhibition
Northern Floor Coverings Fair
Northern Watch and Jewellery Trade Fair
Industrial Photographic and Television Exhibition

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BRITISH OVERSEAS FAIRS LTD.

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Manchester Brighter Homes Exhibition
Northern Reprographic Exhibition

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International Brewing, Bottling and ... Trades Exhibition (Brewex)
International Dairy Engineering and ... Machinery Exhibition
iv International Hotel and Catering Exhibition
The Northern Bakers' and Confectio... Exhibition

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1957 British Trade Fair and Exhibition, Helsinki
1958 British Industry Pavilion at Univ... and International Exhibition, Bru...
1959 British Trade Fair, Lisbon
1960 British Exhibition, New York
1961 British Trade Fair, Moscow
1962 British Exhibition and British Fortnight, Stockholm
1963 British Industrial Fair and British Fortnight, Zurich
1964 British Industrial Fair, Barcelona
British Industrial Exhibition, Pek...
British Exhibition and British Fort... Sydney
1965 British Exhibition, Tokyo
British Pavilion, International Exh...
'Chemistry in Industry Construct... and Agriculture', Moscow
1966 British Trade Fair and British For... Oslo
British Industrial Exhibition, Mos...
British Industrial Exhibition, Mexi...
1967 British Industrial Fair, Production Show '67, Toronto
British Pavilion, British Columbia
International Trade Fair, Vancou...

All exhibitions are run in close co-operation with ... trade association or group of trade associations ... directly concerned with the industry for which ... provide a market place.

i These exhibitions are promoted by joint com... formed with trade associations, in which the ... shareholding is held by the associations, and ... organised by a subsidiary of Industrial and Tra... Fairs Holdings Ltd.

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iii Organised for B.F.M. Exhibitions Ltd. by F. W. Bridges & Sons Ltd.

iv Organised for The Hotel & Catering Exhibition (London) Ltd. by The Trades' Markets & Exhibitions Ltd.

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URRENT EXHIBITIONS
ALENDAR

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el Home Exhibition
gust 18 - August 26
dney, Australia.

rthern Floor Coverings Fair
ptember 5 - September 8
e Exhibition Centre, Harrogate.

e Irish International Food and Drink
r
ptember 7 - September 16
al Dublin Society, Dublin.

gineering Materials and Design
hibition and Conference
ptember 11 - September 15
mpia, London.

od, Cookery and Catering
hibition
ptember 12 - September 23
Hall, Manchester.

rnational Watch and Jewellery
de Fair
ptember 18 - September 22
s Court, London.

hion in Footwear Exhibition
ober 1 - October 5
shington Hotel, London, W.1.

rnational Construction Equipment
hibition and Conference
ober 2 - October 7
stal Palace, London.

Materials Handling Exhibition
ober 16 - October 20
al Dublin Society, Dublin.

rnational Trade Fair 1967
ober 19 - October 28
ney, Australia.

-It-Yourself' Exhibition
ember 7 - November 18
Hall, Manchester.

1968

International Hotel and Catering Exhibition (Hotelympia)
January 9 - January 18
Olympia, London

The 1968 Furniture Show
January 29 - February 2
Earls Court, London.

IMBEX 68
International Men's and Boys' Wear Exhibition
February 26 - March 1
Earls Court, London.

CARPEX 68
International Carpet, Linoleum and Floor Coverings Fair
February 26 - March 1
Earls Court, London.

Brighter Homes Exhibition
March 12-March 30
City Hall, Manchester.

Scotland's Food Exhibition
April 16-April 27
Kelvin Hall, Glasgow.

BREWEX 68
International Brewing, Bottling and Allied Trades Exhibition
April 22 - April 26
Earls Court, London.

Northern Reprographic Exhibition
May 20 - May 24
City Hall, Manchester.

Soviet Industrial and Trade Exhibition
August 6 - August 24
Earls Court, London.

The London International Food and Drink Fair
September 5 - September 14
Olympia, London.

Industrial Equipment and Services Exhibition
September 16-September 21
City Hall, Manchester.

Building Trades Exhibition
October 8-October 19
City Hall, Manchester.

'Do-it-Yourself' Exhibition
November 5-November 16
City Hall, Manchester.

Representatives of the Group may be contacted through:

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BRITISH-AMERICAN CHAMBER OF COMMERCE OF THE MIDWEST Chicago
VENEZUELA
ASOCIAN VENEZOLANO BRITANICA DE COMERCIO Caracas

Building and Public Works

OSLO: BUILDING MACHINES AND MATERIALS EXHIBITION (BYGG REIS DEG) – September 28-October 8.
Apply, Bygg Reisdeg, Nordisk Byggevare Messe Landsforbund, Greensen 10, Oslo.

BOLOGNA: INTERNATIONAL BUILDING INDUSTRIALIZATION EXHIBITION – October 7-15.
* Apply, Salone Internazionale dell Industrializzazione Edilizia, Via Del Lavoro 67, Bologna.

PARIS: INTERNATIONAL BUILDING EXHIBITION (BATIMAT) – November 23-December 3.
† Apply, M. le Prince, 1 Avenue Niel, Paris, 17e.

Caravans

ESSEN: INTERNATIONAL CARAVAN EXHIBITION – October 7-15.
* Apply, Gemeinnützige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

Chemicals and Allied Industries including Plastics

BERLIN: INTERNATIONAL AEROSOL EXHIBITION (FEA) – September 15-19.
† Apply, IGA, Haus der Chemie, 6 Frankfurt-am-Main, Karlstrasse 21.

BERLIN: 70TH GERMAN SOAP FAIR – September 16-19.
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

DÜSSELDORF: INTERNATIONAL PLASTICS EXHIBITION (KUNSTSTOFFE) – October 5-12.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

Clothing and Footwear

MOSCOW: INTERNATIONAL CLOTHING EXHIBITION (ODEZHDA 67) – August 22-September 5.
Apply, Directorate of The International Clothing Exhibition, 1a Sokolnichesky Val, Moscow, B-232.

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August 25-27.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

FLORENCE: SHOE AND LEATHER FAIR – September 1-7.
* Apply, Secretary General, Mostra Campionaria Calzature Pelletterie Cuoio, Via Valfonda 9, Florence.

BERLIN: FASHION WEEK – September 4-13.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

TURIN: INTERNATIONAL CLOTHING EXHIBITION MART (SAMIA) – September 7-10.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1 (Tel. Hunter 4100).

ELDA: 6TH INTERNATIONAL FOOTWEAR AND ALLIED INDUSTRIES FAIR – September 13-20.
Apply, Feria International del Calzado 7 Industrias Afines, Elda, Alicante.

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 14-17.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 14-17.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September 23-25.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

MUNICH: FASHION WEEK – October 1-5.
* Apply, Mode-Woche München G.m.b.H., 8 München 90, Brecherspitzstrasse 7.

UTRECHT: CHILDREN'S AND BABIES' WEAR EXHIBITION (HET KIND) – October 2-5.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

VIENNA: LADIES FASHION SHOW – October 8--13.
* Apply, Fachverband der Bekleidungsindustrie Osterreichs, Vienna 3, Schwarzenbergplatz 4.

BERLIN: FASHION WEEK – October 9-20.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

AMSTERDAM: INTERNATIONAL CLOTHING AND TEXTILE FAIR (INTERCONTEX) – October 15-18.
* Apply, R. A. I. Europaplein 8, Amsterdam.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October 20-22.
* Apply, H. E. Melsom M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 22-24.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 25-29.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 4-9.
* Apply, Salon International du Pret-a-Porter Feminin, 23 Rue Notre-Dame-Des-Victoires, Paris 2e.

Display and Shop Equipment

PARIS: INTERNATIONAL RETAIL TRADES EQUIPMENT SHOW – October 1-9.
* Apply, Salon de l'Equipment des Commerces, 42 rue du Louvre, Paris, 1.

Engineering, Radio and Electrical Goods

MOSCOW: FIFTH INTERNATIONAL MINING CONGRESS AND EXHIBITION (INTERGORMASH '67) – July 8-19.
Apply, Directorate of the 'Fifth International Mining Congress and Exhibition' 6, ul Kuibysheva, Moscow.

PARIS: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – September 1-10.
† Apply, M. Foucault, 16 Rue de Presles, Paris, 15e.

HANOVER: 10TH EUROPEAN MACHINE TOOLS EXHIBITION – September 17-26.
Apply, Machine Tool Trades Association, 25-28 Buckingham Gate, London, S.W.1 (Tel. Victoria 7542).

AMSTERDAM: RADIO AND TELEVISION EXHIBITION (FIRATO) – September 21-October 1.
† Apply, R.A.I. Gebouw, Europaplein 8, Amsterdam 2.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION – September 21-October 3.
* Apply, Salone Internazionale della Technica, Corso Massimo d'Azeglio 15, Turin.

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR – September 22-October 1.
* Apply, Secretariat, Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

PADUA: INTERNATIONAL MECHANICAL HANDLING AND STORAGE EXHIBITION (TRAMAG) – October 5-10.
* Apply, Fiera di Padova Campionaria Internazionale, Via N. Tommaseo 59, Padua.

LJUBLJANA: 14TH INTERNATIONAL EXHIBITION OF ELECTRONICS, TELECOMMUNICATIONS, AUTOMATION AND NUCLEONICS – October 10-15.
Apply, ARPENT, Corringales, Hatfield Heath, Bishop's Stortford, Herts (Tel. Hatfield Heath 315).

MILAN: ITALIAN SALON FOR HYDRAULIC, PNEUMATIC AND LUBRICATING APPARATUS (FLUID '67) – October 10-15.
Apply, Dr. A. Chiappe, Via Luciano Manara 15, Milan.

GENOA: INTERNATIONAL COMMUNICATIONS EXHIBITION – October 12-22.
† Apply, The Genoa International Exhibition, Piazzale J. F. Kennedy, Genoa.

STOCKHOLM: TECHNICAL FAIR – October 12-18.
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – November 14-18.
† Apply, Exhibition Management, Swiss Industries Fair, 51 Clarastrasse, 4000 Basle.

Foodstuffs, Food Machinery, Hotel and Catering

DUBLIN: IRISH INTERNATIONAL FOOD AND DRINKS FAIR – September 7-16.
Apply, Industrial & Trade Fairs (Ireland) Ltd., 4 Fitzwilliam Place, Dublin 2 (Tel. Dublin 66027).

PARIS: INTERNATIONAL CONFECTIONERY EXHIBITION (INTERSUC) – September 9-13.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

MUNICH: INTERNATIONAL HOTEL AND CATERING TRADES EXHIBITION (IGAFA) – September 15-24.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

COPENHAGEN: INTERNATIONAL MEAT INDUSTRY SUPPLY EXHIBITION – September 22-October 1.
Apply, Secretariat, Leslie Christensen A/S Vodroffsvej 44, Copenhagen V.

PARMA: INTERNATIONAL EXHIBITION OF PRESERVED FOODS AND PACKAGING – September 23-October 1.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

STOCKHOLM: INTERNATIONAL FAIR FOR DELICACIES (GOURMET 67) – September 29-October 8.
Apply, Direktor Lars Bostrom, 'Gourmet 67', Box 24024, Stockholm 24.

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – September 30-October 8.
† Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

MALMO: THIRD INTERNATIONAL HOTEL AND RESTAURANT FAIR (RESTA III) – October 4-8.
Apply, Skanemassan Committee and Swedish Hotels and Restaurants Association, Malmo.

BRUSSELS: FOOD AND HOME EXHIBITION (ARTS MENAGERS) – October 7-22.
* Apply, SIMPA, 29-31 Boulevard Du Jardin Boutanique, Brussels, 1.

PARIS: INTERNATIONAL HOTEL AND CATERING EXHIBITION (EQUIP'HOTEL) – October 12-23.
* Apply, M. Willard, 13, Rue de Liege, Paris 9e.

MONTPELLIER: INTERNATIONAL WINE FAIR – October 14-25.
* Apply, M. le President, Place du Polygone, Montpellier. (Hérault).

DIJON: FOOD, WINES AND GASTRONOMY EXHIBITION – November 4-12.
* Apply, M. le President, Palais des Expositions, boulevard de Champagne, Dijon.

HELSINKI: FOOD FAIR AND EXHIBITION OF SHOP EQUIPMENT – November 8-12.
Apply, The Finnish Fair Corporation, Helsinki 25.

Furniture, Furnishings, Household Equipment and Hardware

COPENHAGEN: EXHIBITION OF HOLIDAY HOUSES – September 1-10.
Apply, Secretariat, Ferie & Fritidshuse i Forum 1967, Vesterbrogade 22, Copenhagen 5.

MILAN: HOUSEHOLD GOODS AND HARDWARE EXHIBITION (MACEF) – September 2-5.
* Apply, MACEF-General Secretariat, Via Solferino 25, Milan.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 7-9.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

GOTHENBURG: SWEDISH HOUSEHOLD EXHIBITION (DAGENS HUSHALL) – September 9-17.
Apply, Utstallningen Dagens Hushall, Kopmannens Hus, P.O. Box 3067, Vasagatan 52, Gothenburg 3.

MILAN: DOMESTIC APPLIANCES EXHIBITION – September 9-17.
* Apply, Segretaria Mostra, Via Luciano Manara No. 1., Milan.

LYONS: INTERNATIONAL FURNITURE AND FURNISHING ACCESSORIES EXHIBITION (MEUROPAM AND PRO-MEUROPAM) – October 7-10.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. Regent 0511).

VALENCIA: 4TH SPANISH FAIR OF FURNITURE, WOODWORK AND WICKERWORK – October 15-24.
Apply, Valencia International Samples Fair Feria Del Mueble, Apartado 476, Valencia.

GENEVA: IDEAL HOME EXHIBITION (ARTS MENAGERS) – October 25-November 5.
* Apply, Secretariat, 54b Route des Accacias, Geneva 1211.

OSLO: (DAGENS HUSHOLDNING) – TODAY'S HOUSEKEEPING – October 26-November 5.
Apply, Oslo Kolonialkjopmenns Forening, Akersgt. 32, Oslo 1.

LILLE: HOME COMFORT AND CHILDREN EXHIBITION – October 28-November 12.
* Apply, Commissaire General, Palais de la Foire, Lille.

UTRECHT: INTERNATIONAL FURNITURE EXHIBITION – November 6-11.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

BARCELONA: 'HOGAROTEL' 67 (IDEAL HOME EXHIBITION) – November 11-26.
Apply, Salon Monografico Nacional, Avenue Maria Cristina, Barcelona 4.

Handicrafts, Fancy Goods, etc.

HAMBURG: YOU AND YOUR WORLD – SHOW OF MODERN LIVING WITH DO-IT-YOURSELF AND HOBBY SHOWS – August 18-27.
† Apply, Planten un Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

HERNING: HANDICRAFTS AND INDUSTRIAL FAIR – August 31-September 10.
* Apply, A/S Herning-Hallen, Herning.

Heating and Ventilating

BRUSSELS: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – September 16-24.
† Apply, The Building Exhibition, 11, Manchester Square, London, W.1 (Tel. Hunter 1951).

STOCKHOLM: EXHIBITION FOR WATER, VENTILATION AND SANITARY EQUIPMENT (V.V.S. AKTUELLT 67) – October 31-November 3.
Apply, Wall-Horgen Mass-Service AB Sturegatan 8, Stockholm 0.

Horticulture and Horticultural Equipment

ORLEANS: INTERNATIONAL FLOWER EXHIBITION – April 22-October 15.
Apply, Societe d'Economie Mixte pour l'Exploitation du Parc Horticole d'Orleans (S.E.M.P.O.) Marie d'Orleans, Loriet.

Hospital and Medical Equipment

PARIS: INTERNATIONAL VETERINARY CONGRESS – July 17-22.
Apply, M. le Professeur Fontaine, Ecole Nationale Veterinaire d'Alfort (Seine).

BARCELONA: VI INTERNATIONAL CONGRESS AND EXHIBITION OF ANGIOLOGY – September 12-16.
Apply, Dr. Victor Salleras, Calle Muntaner, 416, Barcelona 6.

BRUSSELS: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – November 25-December 3.
† Apply, Reg. Lawson & Co., Green Dragon House, High Street, Croydon, Surrey (Tel. Municipal 5741-2).

Laundry and Allied Services

PARIS: INTERNATIONAL LAUNDRY, DYEING AND CLEANING EXHIBITION – November 24-December 4.
† Apply, Commissaire General, 80 Boulevard Malesherbes, Paris, 8e.

Leather, Leather Goods and Fur

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 26-30.
* Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September 8-13.
* Apply, Conseil National du Cuir, 2 rue Edouard VII, Paris, 9e.

BRUSSELS: INTERNATIONAL LEATHER AND SHOE SHOW – September 16-18.
* Apply, Secretariat de l'Institut National du Commerce et des Metiers, 7 Rue Longue de la Croix, Ghent.

Motor Vehicles, Motor Cycles and Bicycles

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 14-24.
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main 16, Westendstrasse 61.

PARIS: INTERNATIONAL MOTOR, CYCLE, MOTORCYCLE AND SPORTS EXHIBITION – October 5-15.
* Apply, Commissaire General, 34 Boulevard Haussmann, Paris, 9e.

MILAN: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – October 14-22.
† Apply, National Association of Cycle, Motor Cycle & Accessories Manufacturers, Via Mauro Macci 32, Milan.

TURIN: INTERNATIONAL MOTOR SHOW – November 1-12.
* Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Office Machinery and Equipment

OSLO: OFFICE MACHINERY AND EQUIPMENT EXHIBITION – September 6-14.
Apply, Kontormaskinforhandlernes, Landsforening, Prinsensgt, 21, Oslo.

ZURICH: OFFICE EQUIPMENT EXHIBITION (BUFA) – September 12-16.
† Apply, Schweiz, Burofach-Verband, Walter Rentsch Jr., Heinrichstrasse 216, NCR, P.O. Box 3046, 8023 Zurich.

MILAN: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 29-October 7.
* Apply, Associazione Nazionale Commercianti Macchine e Forniture per Ufficio, Piazza Belgioloso 1, Milan.

PARIS: INTERNATIONAL BUSINESS MACHINES AND OFFICE EQUIPMENT EXHIBITION (SICOB) – October 12-21.
* Apply, Salon de l'Equipment de Bureau, 61, Place de Valois, Paris, 1 er.

HELSINKI: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT – October 16-21.
Apply, The Finnish Fair Corporation, Helsinki, 25.

COLOGNE: INTERNATIONAL EXHIBITION OF REPROGRAPHY – October 25-30.
Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

Packaging Machinery and Materials

MILAN: INTERNATIONAL PACKAGING EXHIBITION (IPACK-IMA) – October 4-10.
† Apply, IPACK-IMA Exhibition, Via Gian Giacomo Mora 13, Milan.

GOTHENBURG: 2ND INTERNATIONAL SCANPACK TRADE FAIR – October 19-25.
* Apply, A. Vleeshouwers, Scandinexpo AB, Stamgatan 38, Gothenburg GC.

Scientific, Surgical and Photographic Instruments

STOCKHOLM: INSTRUMENTS AND MEASUREMENTS – STOCKHOLM 1967 – November 8-12.
Apply, Swedish Instrument Suppliers Association Exhibit Office: AB St. Erik's-Massan, Stockholm.

Ships and Boats

HALSINGBORG: INTERNATIONAL SHIPPING EXHIBITION – August 31-September 10.
Apply, AB Hälsingborgsutstallningar, Hälsingborg Exhibitions Ltd., Hamntobget, Hälsingborg, Sweden.

HELSINKI: MARINE EXHIBITION (NAVIGARE 67) – September 15-24.
Apply, Finish Fair Corporation, Helsinki.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 7-11.
* Apply, Anglian Trade Promotions Ltd., 67/69 Chancery Lane, London, W.C.2 (Tel. Chancery 6561).

Textiles

OPORTO: INTERNATIONAL TEXTILE EXHIBITION – October 14-29.
Apply, Associacas Industrial Portuense Oporto-Portugal.

MILAN: INTERNATIONAL TEXTILES AND CLOTHING MARKET (MITAM) – October 25-28.
* Apply, Mitam Galleria, San Babila 4/D, Milan.

DORNBIRN: INTERNATIONAL TEXTILES EXHIBITION (OTEX) – November 14-16.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.1 (Tel. Knightsbridge 6938).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 21-24.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

OSLO: NORWEGIAN PIECEGOODS SALES FAIR – November (For Norwegian Agents only).
* Apply, Chairman, Textile Group of the Import and Exports Agents Association, Oslo.

Textile Machinery

BASLE: INTERNATIONAL TEXTILE MACHINERY EXHIBITION – September 27-October 6.
Apply, British Textile Machinery Organization, Old Colony House, South King Street, Manchester, 2.

Toys, Games and Sports Equipment

PARIS: INTERNATIONAL PROFESSIONAL OPEN AIR EQUIPMENT AND FISHING EXHIBITION – September 23-25.
* Apply, M. Dayne, 15 rue de la Paix, Paris, 2e (Tel. 742.24.60).

COPENHAGEN: SPORTS FAIR – October 13-22.
Apply, Erling Sundo A/S, Skindergade 29, Copenhagen K.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 22-24.
* Apply, H. E. Melsom, MBE, Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Sullivan 2134).

Watches and Clocks

BESANCON: INTERNATIONAL CLOCK AND WATCHMAKING INDUSTRY EXHIBITION – September 2-11.
* Apply, Commissariat General, Salon International de l'Horlogerie, 54 Grand Rue, Besancon.

Wood and Woodworking Machinery

KLAGENFURT: AUSTRIAN TIMBER FAIR – August 10-20.
* Apply, C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, S.W.16 (Tel. 01-769 0950).

Congresses and Associated Exhibitions

MOSCOW: FIFTH INTERNATIONAL MINING CONGRESS AND EXHIBITION – (INTERGORMASH '67) – July 8-19.
Apply, Directorate of the Fifth International Mining Congress & Exhibition, 6 ul Kuibysheva, Moscow, U.S.S.R.

Miscellaneous

COPENHAGEN: COPENHAGEN PAST AND PRESENT – July 21-August 20.
Apply, Secretariat Erhvervenes Udstillingsselskab Bella-Centret, A/S 64 Hvidkildevej, Copenhagen NV.

UMEA (SWEDEN): NOLIA '67 (INDUSTRIAL PRODUCTION, COMMUNAL AND REGIONAL SERVICES, TOURISM) – August 10-20.
Apply, Norrlanska Industrimassan AB Storgatan 30, UMEA.

FREDERICA: THE CIVIL SERVICE FAIR – August 23-27.
Apply, Secretariat, Dansk Kobestaevne, Frederica.

DÜSSELDORF: EXHIBITION AND CONGRESS OF INDUSTRIAL SAFETY AND FACTORY HYGIENE – November 15-18.
† Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

GOTHENBURG: EUROPE'S FIRST TEENAGE FAIR November 17-22.
Apply, TEENAGE FAIR AB, Tradgardsgatan 5, Goteborg C. Sweden.

1968—General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – March 3-7.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel Central 5050).

UTRECHT: INTERNATIONAL SPRING FAIR – March 4-12.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

VIENNA: INTERNATIONAL SPRING TRADE FAIR – March 10-17.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. Knightsbridge 6938).

LYONS: INTERNATIONAL TRADE FAIR – March 23-April 1.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. Regent 0511).

METZ: INTERNATIONAL SPRING FAIR (EXPOMETZ) – March 27-April 7.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 69 Cannon Street, London, E.C.4 (Tel. Central 9431).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March.
* Apply, The President, Fiera Internazionale della Sardegna, Quartiere Fieristico, Viale A. Diaz, Cagliari, Sardinia.

ZAGREB: INTERNATIONAL SPRING FAIR (CONSUMER GOODS EXHIBITION) – April 13-21.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

MALMO: INTERNATIONAL TRADE FAIR (MEKANIK 68) – April 19-23.
Apply, Skanemassan, Stadiongatan 25, Box 19015, Malmo.

BRUSSELS: INTERNATIONAL TRADE FAIR – April 20-May 1.
* Apply, Palais du Centenaire, Brussels. (Tel. Brussels 26-49-79).

LIEGE: INTERNATIONAL SPRING COMMERCIAL FAIR – April.
* Apply, Belgium House, 167 Regent Street, London, W.1 (Tel. Regent 1491).

MILAN: INTERNATIONAL SAMPLES FAIR – April.
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

HANOVER: HANOVER FAIR – April 27-May 5.
* Apply, Schenkers Ltd., Royal London House, 13, Finsbury Square, London, E.C.2 (Tel. Metropolitan 9711).

LILLE: INTERNATIONAL TRADE FAIR – April-May.
* Apply, Weigel Leygonie & Co., Ltd., 31/32 King Street, London, W.C.2 (Tel. Temple Bar 4825/9).

VALENCIA: INTERNATIONAL SAMPLES FAIR – May 1-15.
* Apply, Feria Muestrario Internacional de Valencia, Llano del Real 2, Apartado 476, Valencia.

GOTHENBURG: SWEDISH TRADE FAIR – May 10-19.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1.

ZURICH: SWISS IMPORTS FAIR – May 10-18.
† Apply, Schweizerische Import-Ausstellungen (ZUSPA), Nordstrasse 20, Zurich 6.

BUDAPEST: INTERNATIONAL TRADE FAIR – May 17-27.
* Apply, Hungarian Chamber of Commerce, Rosenberg H.P.U. 17, Budapest V.

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May 26-June 9.
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo, Sicily.

PADUA: INTERNATIONAL SAMPLES FAIR – May 31-June 13.
* Apply, Fairs & Exhibitions Ltd., 14, New Burlington Street, London, W.1 (Tel. Regent 0855).

BARCELONA: INTERNATIONAL SAMPLES FAIR – June 1-15.
* Apply, Feria Oficial E International De Muestras En Barcelona, Palacio No. 1 Avenida Maria Christina, Barcelona.

LISBON: INTERNATIONAL TRADE FAIR – June 9-23.
* Apply, State Information and Tourist Office of Portugal, 20 Lower Regent Street, London, S.W.1 (Tel. Whitehall 2455).

NANCY: INTERNATIONAL FAIR – June.
* Apply, Commissariat General, Parc des Expositions de Nancy, Boite Postale 593, 54 Nancy.

POZNAN: 37TH INTERNATIONAL TRADE FAIR – June.
* Apply, Official Forwarding Agents, P.S.A. Transport Ltd., 70 Old Broad Street, London, E.C.2 (Tel. Avenue 2424).

BILBAO: INTERNATIONAL SAMPLES FAIR – August 14-29.
* Apply, Feria de Muestras Internacional de Bilbao, Tercio de Begona 2, Apartado 468, Bilbao.

MALMO: INTERNATIONAL TRADE FAIR (SKANEMASSAN) – August.
* Apply, Stiftelsen Skanemassan, Masshallar, Box 19015, Malmo.

MESSINA: INTERNATIONAL TRADE FAIR – August.
* Apply, Ente Autonomo Fiera di Messina, Via Liberta, Messina.

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – September 1-4.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

UTRECHT: ROYAL NETHERLANDS INDUSTRIES (AUTUMN) FAIR – September 2-10.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

STOCKHOLM: ST. ERIK'S INTERNATIONAL TRADE FAIR – September 4-15.
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

BARI: INTERNATIONAL LEVANT FAIR – September 7-20.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September 8-15.
* Apply, Office of The Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. Knightsbridge 6938).

HELSINKI: INTERNATIONAL TRADE FAIR – September 19-29.
* Apply, The Finnish Fair Corporation, Helsinki, 25.

BRNO: INTERNATIONAL TRADE FAIR – September.
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W.1 (Tel. Regent 0855).

LIEGE: INTERNATIONAL AUTUMN COMMERCIAL FAIR – September.
* Apply, Belgium House, 167 Regent Street, London, W.1 (Tel. Regent 1491).

METZ: INTERNATIONAL AUTUMN FAIR – October 2-13.
* Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 69 Cannon Street, London, E.C.4 (Tel. Central 9431).

COPENHAGEN: INTERNATIONAL TRADE FAIR – October 18-27.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

1968—Specialized

Agricultural, Forestry, Fishing and Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January 26-February 4.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

BRUSSELS: INTERNATIONAL AGRICULTURAL WEEK – February 11-18.
† Apply, Secretariat General, 2 Avenue Louis Bertrand, Brussels 3.

VERONA: INTERNATIONAL AGRICULTURAL FAIR – March 10-19.
* Apply, E.A. Per Fiera di Verona, Viale Del Lavoro, Verona.

PARIS: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 5-10.
* Apply, Union des Exposants de Machines et d'Outillage Agricole, 95, rue St. Lazare, Paris, 9e.

ZARAGOZA: INTERNATIONAL FAIR FOR AGRICULTURAL MACHINERY – April.
Apply, Director General de la Feria, Palacio ferial (Gran Via) Zaragoza.

ESBJERG (DENMARK): INTERNATIONAL FISHERIES TRADE FAIR – April 24-May 5.
* Apply, Universal Fair & Exhibition Service Ltd., 17 Blaagaardsgade, Copenhagen N.

MUNICH: INTERNATIONAL AGRICULTURAL SHOW (DLG) – May 19-26.
† Apply, Deutsche Landwirtschafts-Gesellschaft, e.V., 6 Frankfurt-am-Main, Zimmerweg 16.

NOVI-SAD: 35TH INTERNATIONAL AGRICULTURAL FAIR – May.
* Apply, ARPENT, Corringales, Hatfield Heath, Bishops' Stortford, Herts. (Tel. Hatfield Heath 315).

MADRID: INTERNATIONAL AGRICULTURAL EXHIBITION (FERIA DEL CAMPO) – May 21-June 21.
* Apply, Feria Internacional del Campo, Av. de Portugal, S/N Madrid 11.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June-July.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

Aircraft and Aeronautical Equipment

HANOVER: INTERNATIONAL AIR SHOW – April 26-May 5.
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. Metropolitan 9711).

TURIN: INTERNATIONAL AERONAUTICAL EXHIBITION – June 1-13.
* Apply, International Committee of Airport Systems, 12 Kendrick Mews, Kendrick Place, London, S.W.7 (Tel. Knightsbridge 7512).

Books and Periodicals

FRANKFURT: INTERNATIONAL BOOK FAIR – September 19-24.
* Apply, Ausstellungs und Messe G.m.b.H., des Börsenvereins des Deutschen Buchhandels e.V., 6 Frankfurt-am-Main, Kleiner Hirschgraben 10-12.

Building and Public Works

BRUSSELS: INTERNATIONAL BUILDING MATERIALS AND ACCESSORIES EXHIBITION (BATIMENT) – January 27-February 4.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

MUNICH: 3RD INTERNATIONAL TRADE EXHIBITION OF BUILDING MATERIALS, STRUCTURAL ELEMENTS AND INTERIOR FINISHING (BAU) – February 17-25.
* Apply, The Building Exhibition, 11 Manchester Square, London, W.1 (Tel Hunter 1951).

VERONA: INTERNATIONAL EARTH MOVING AND CONSTRUCTION EQUIPMENT EXHIBITION (SA. MO. TER.) – February.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

SALONIKA: INTERNATIONAL CONSTRUCTION EXHIBITION – March 30-April 7.
Apply, International Building Exhibition, 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

ZAGREB: INTERNATIONAL SPRING FAIR – (4TH BUILDING EXHIBITON) – April 13-21.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL BUILDING AND PUBLIC WORKS MATERIALS AND EQUIPMENT EXHIBITION (EXPOMAT) – May 16-26.
† Apply, Salon International du Material de Travaux Publics et de Batiment, 1 Avenue Niel, Paris 17.

MALMO: 50TH INTERNATIONAL SKANEMASSAN WITH 'BYGG-MA-II' – SPECIAL FAIR FOR THE BUILDING INDUSTRY – August 16-25.
* Apply, Stiftelsen Skanemassan, Malmo Masshallar, Malmo, Postal Address Box 19015, Malmo 19, Sweden (Tel. 040/80030).

ESSEN: GERMAN BUILDING EXHIBITION (DEUBAU) – October 19-27.
† Apply, Gemeinnutzige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

Chemicals and Allied Industries including Plastics

ZAGREB: INTERNATIONAL SPRING FAIR – (PLASTICS AND PACKAGING EXHIBITION) – April 13-21.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

OYONNAX: INTERNATIONAL PLASTICS EXHIBITION – May 15-21.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

PARIS: CHEMICAL INDUSTRY, RUBBER AND PLASTICS EXHIBITION – May 24-June 1.
Apply, Butlers Advertising Service, Fenwick House, 292 High Holborn, London, W.C.1 (Tel. Chancery 4224/5).

ESSEN: INTERNATIONAL DRUGGISTS' EXHIBITION (INDROFA) – September 19-23.
† Apply, Gemeinnutzige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

MILAN: INTERNATIONAL PLASTICS EXHIBITION – October 5-13.
Apply, International Plastics Exhibition, Viale Teodorico 19/2, Milan.

Clothing and Footwear

PARIS: EUROPEAN MEN'S WEAR EXHIBITION – February 10-13.
* Apply, Promas, 8, rue de Richelieu, Paris, 1er.

BERLIN: FASHION WEEK – March 4-13.
Apply: Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

BOLOGNA: FOOTWEAR FASHION SHOW – March 15-20.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 17-20.
Apply, John Buck (Trade Fairs Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

MUNICH: FASHION WEEK – March 31-April 4.
* Apply, Mode-Woche München G.m.b.H., 8 München 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK – April 17-26.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – (PRET-A-PORTER) April 20-25.
* Apply, Salon International du Pret-a-Porter Feminin, 23, rue Notre-Dame-Des-Victories, Paris, 2e.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – May 5-9.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

BERLIN: FASHION WEEK – September 2-12.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September 15-18.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September 19-22.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September.
* Apply, John Buck (Trade Fair Agencies) Ltd. 44 Newman Street, London, W.1 (Tel. Museum 9325).

MUNICH: FASHION WEEK – October 6-10.
Apply, Mode Woche München G.m.b.H., 8 München 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK – October 14-25.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD –October.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT, AND GARDEN FURNITURE (SPOGA) – October.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October 27-31.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

PARIS: INTERNATIONAL EXHIBITION OF WOMEN'S READY-TO-WEAR CLOTHING – November 9-14.
* Apply, Salon International du Pret-a-Porter Feminin, 23, Rue Notre-Dame-Des-Victoires, Paris 2e.

Display and Shop Equipment

DÜSSELDORF: EUROPEAN EXHIBITION AND CONFERENCE FOR SHOPFITTING AND DISPLAY (EUROSHOP) – May 18-22.
† Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

Engineering, Radio and Electrical Goods

ZAGREB: INTERNATIONAL SPRING FAIR – (2ND MINING EXHIBITION) – April 13-21.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

MALMO: INDUSTRIAL TRADE FAIR (MEKANIK) – April 19-23.
Apply, Skanemassan, Stadiongatan 25 Malmo, Box 19015.

STOCKHOLM: DATA '68 – April 22-28.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

ESSEN: INTERNATIONAL TRADE EXHIBITION OF VULCANIZATION AND RETREADING – May 18-26.
Apply, Gemeinnutzige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

DÜSSELDORF: INTERNATIONAL FOUNDRY TRADE FAIR (GIFA) – June 20-26.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR – September 20-29.
* Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

COPENHAGEN: INTERNATIONAL FAIR FOR ELECTRONICS, AUTOMATION AND INSTRUMENTS – September 27-October 4.
Apply, The Secretariat, 1, Julius Thomsens Plads, Copenhagen V.

STOCKHOLM: TECHNICAL FAIR – October 4-10.
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

ZURICH: HYDRAULICS AND PNEUMATICS EXHIBITION – October 31-November 5.
† Apply, Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. Cherrywood 3897).

MUNICH: INTERNATIONAL EXHIBITION OF ELECTRONIC COMPONENTS AND RELATED MEASUREMENT (ELECTRONICA) – November 7-13.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

MILAN: INSTRUMENTATION AND AUTOMATION FAIR – November 19-25.
† Apply, Federazione della Associazioni Scientifiche e Techniche (FAST) di Milano, P. le Morandi 2, Milan.

Foodstuffs, Food Machinery, Hotel and Catering

AMSTERDAM: INTERNATIONAL HOTEL, CAFE AND RESTAURANT EXHIBITION (HORECAVA) – January 2-5.
* Apply, R.A.I. Gebouw N.V. International Tentoonstellingscentrum, Europaplein 8, Amsterdam.

UTRECHT: TRADE FAIR FOR FOOD STUFFS AND BEVERAGES (ROKA) – April 1-5.
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

STUTTGART: INTERNATIONAL BAKERY EXHIBITION (IBA) – May 11-19.
Apply, C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, S.W.16 (Tel. 01-769 0950).

HAMBURG: INTERNATIONAL FOOD AND DELICATESSEN EXHIBITION (LEFA) – August 16-25.
Apply, Planten un Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

MUNICH: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 21-29.
† Apply, Exhibition Consultants Ltd. 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

UTRECHT: INTERNATIONAL FAIR FOR MACHINERY AND EQUIPMENT FOR CHEMICALS, FOODSTUFFS AND FOOD AND DRINK INDUSTRIES (MACHEVO) – October 16-23.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

PARIS: INTERNATIONAL FOOD SALON (SIAL) – October 27-November 4.
† Apply, SOPEXA, 24 Rutland Gate, London, S.W.7 (Tel. Kensington 9252).

BRUSSELS: FOOD AND HOME EXHIBITION (ARTS MENAGERS) – October.
* Apply, SIMPA, 29/31 Boulevard du Jardin Botanique, Brussels 1.

BERLIN: GERMAN RESTAURANT, CATERING AND FOOD EXHIBITION – November 1-10.
† Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

Furniture, Furnishings, Household Equipment and Hardware

PARIS: INTERNATIONAL EXHIBITION OF FURNITURE EQUIPMENT AND MATERIAL SUPPLIES (APPROMEUBLE) – January 18-22.
† Apply, Commissariat General, 'Appromeuble', 22, Avenue Franklin-Roosevelt, Paris, 8e.

PARIS: FURNITURE EXHIBITION – January 18-22.
Apply, Commissariat General, 22, Avenue Frankin Roosevelt, Paris, 8e.

COLOGNE: INTERNATIONAL FURNITURE FAIR – January 23-28.
† Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 15-18.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

PARIS: INTERNATIONAL DOMESTIC ARTS EXHIBITION (ARTS MENAGERS) – March 2-17.
* Apply, Commissariat General, Salon des Arts Menagers, Palais de la Defense, 15 Avenue Division-Leclere, Puteaux (Seine).

LYONS: INTERNATIONAL EXHIBITION OF IRONMONGERY, TOOLS, HOUSEHOLD EQUIPMENT AND HEATING – March 29-April 1.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. Regent 0511).

COPENHAGEN: HOLIDAY AND WEEK-END HOUSES – April 20-29.
Apply, Nord Fair, Rantzausgade 7, Copenhagen N.

NAPLES: HOMES, FURNISHING AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June-July.
* Apply, Ente Autonomo Mostra d'Oltremare, Piazza Campi Flegrei, Naples.

BASLE: INTERNATIONAL HARDWARE EXHIBITION (INTERFEREX) – September 1-3.
† Apply, Dennis G. Love, Esq., International Marketing Advertising Design Group, 18 Swakeleys Drive, Ickenham, Middlesex (Tel. Uxbridge 34891).

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

LYONS: INTERNATIONAL FURNITURE AND FURNISHINGS ACCESSORIES EXHIBITION (MEUROPAM AND PROMEUROPAM) – October 5-8.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. Regent 0511).

Handicrafts, Fancy Goods, etc.

MUNICH: INTERNATIONAL HANDICRAFTS FAIR – March 15-24.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

VALENCIA: 4TH INTERNATIONAL CERAMICS EXHIBITION – March.
Apply, Sr. Director, Feria Monografica Decorativos, Apartado de Correos 476, Valencia.

HERNING: HOBBY AND VACATION SHOW – April 10-15.
* Apply, A/S Herning Hallen, Herning.

HERNING: HANDICRAFTS AND INDUSTRIAL FAIR – September 5-15.
* Apply, A/S Herning Hallen, Herning.

Heating and Ventilating

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – April 3-7.
* Apply, C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, S.W.16 (Tel. 01-769 0950).

HELSINKI: 5TH HEATING, PLUMBING AND AIR CONDITIONING FAIR – April 10-14.
Apply, Finnish Fair Corporation, Helsinki 25.

STOCKHOLM: (VVS FAIR 68) HEATING, VENTILATING AND SANITARY INSTALLATIONS – October-November.
Apply, Wall-Horgan Mass-Service AB Sturegatan 8, Stockholm 0.

Horticulture and Horticultural Equipment

BRUSSELS: INTERNATIONAL GARDEN SHOW – February 24-March 3.
* Apply, 'The Garden' Information Centre, 14 Rue Duquesnoy, Brussels 1.

Hospital and Medical Equipment

ZURICH: INTERNATIONAL TRADE FAIR FOR MEDICAL AND HOSPITAL EQUIPMENT – March 20-24.
Apply, Arbeitsgemeinschaft fur Fachmessen Hofackerstrasse 36, 8032 Zurich (Tel. 47.27.36).

GOTHENBURG: INTERNATIONAL MEDICAL CARE AND HEALTH EXHIBITION – April 3-7.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

VIENNA: INTERNATIONAL TRADE EXHIBITION OF MEDICAL AND HOSPITAL EQUIPMENT – May 15-19.
Apply, Arbeitsgemeinschaft Fur Fashausstellungen, Sekretariat: Loquaiplatz 13, Vienna 6.

BERLIN: PHARMACEUTICAL AND MEDICO – TECHNICAL EXHIBITION – May 31-June 4.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

Laundry and Allied Services

FRANKFURT: INTERNATIONAL LAUNDRY, DRY CLEANING AND DYEING EXHIBITION – June 9-17.
Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

Leather, Leather Goods and Fur

BRUSSELS: INTERNATIONAL LEATHER GOODS EXHIBITION – January 7-14.
* Apply, Salon de la Maroquinerie, 52 Rue du Progres, Brussels.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – March 2-7.
* Apply, Offenbach Messe G.m.b.H., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

FRANKFURT: INTERNATIONAL FUR FAIR – April 24-28.
* Apply, Frankfurter Rauchwaren Messe G.m.b.H., 6 Frankfurt-am-Main, Bettinaplatz 1.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 31-September 4.
* Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

PARIS: INTERNATIONAL LEATHER WEEK (SEMAINE DU CUIR) – September.
* Apply, The Secretary, Conseil National du Cuir, 2 Rue Edward VII, Paris 9e (Tel. OPE 68.60).

Motor Vehicles, Motor Cycles and Bicycles

BRUSSELS: INTERNATIONAL MOTOR SHOW – January 17-28.
* Apply, Salon de l'Automobile, 22 Rue du Luxembourg, Brussels 4.

AMSTERDAM: INTERNATIONAL COMMERCIAL VEHICLE EXHIBITION – February.
† Apply, Netherlands Cycle and Automobile Industry Association, Europaplein 8, Amsterdam, Z.1.

COPENHAGEN: INTERNATIONAL AUTOMOBILE EXHIBITION – February 23-March 3.
Apply, Danish Association of Automobile Manufacturers and Importers, Amaliegade 22, Copenhagen K.

AMSTERDAM: INTERNATIONAL MOTORCYCLES, MOPEDS, CYCLES AND ACCESSORIES EXHIBITION – February-March.
* Apply, Netherlands Cycle and Automobile Industry Association, Europaplein 8, Amsterdam, Z.1.

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March 14-24.
* Apply, Salon International de l'Automobile, 5 Rue Jacques-Balmat, Geneva.

STOCKHOLM: THE TRANSPORT EXHIBITION – May 9-15.
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

COLOGNE: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION (IFMA) – September.
† Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229 Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

TURIN: INTERNATIONAL MOTOR SHOW – November
* Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Music and Musical Instruments

CANNES: INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET (MIDEM) – January.
* Apply, Mitch Murray Organization, 13 Sunnyfield, Mill Hill, London, N.W.9 (Tel. 01-959 1411).

Office Machinery and Equipment

FREDERICIA: INTERNATIONAL EXHIBITION OF OFFICE EQUIPMENT AND BUSINESS MACHINES – April 22-28.
Apply, Secretariat Udstillingsselskabet UFESAS Ryvangs Alle 20, Copenhagen Ø.

HELSINKI: EXHIBITION OF OFFICE MANAGEMENT (TECHNIQUE '68) – October 22-27.
Apply, The Finnish Fair Corporation, Helsinki 25.

Packaging Machinery and Materials

BARCELONA: PRINTING, PACKING AND CANNING MACHINERY FAIR (GRAPHISPACK) – March.
* Apply, Graphispack '68, Av. Maria Christina S/N, Feria de Meustras, Barcelona 4.

Pottery and Glass

PARIS: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – June.
* Apply, Commissaire General, 32 rue de Paradis, Paris, 10e.

Scientific, Surgical and Photographic Instruments

ZAGREB: INTERNATIONAL SPRING FAIR (JUREMA – MEASURING AND CONTROL TECHNIQUES AND AUTOMATION EXHIBITION) – April 13-21.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

BASLE: INTERNATIONAL EXHIBITION OF LABORATORY, MEASUREMENT AND AUTOMATION TECHNIQUES IN CHEMISTRY (ILMAC) – September 9-14.
† Apply, Sekretariat, Ilmac, Basle 21.

COLOGNE: INTERNATIONAL PHOTO AND CINE EXHIBITION (PHOTOKINA) – September 28-October 6.
† Apply, H. E. Melsom M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL CONGRESS AND EXHIBITION OF INSTRUMENTATION AND AUTOMATION (INTERKAMA) – October 9-15.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

Ships and Boats

HAMBURG: BOAT SHOW – January 18-24.
* Apply, Planten un Blomen, Ausstellungs Park der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

GENOA: INTERNATIONAL BOAT SHOW, CARAVAN AND CAMPING EXHIBITION – February 3-13.
* Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. Regent 0511).

COPENHAGEN: SCANDINAVIAN BOAT SHOW – February 8-13.
* Apply, Erling Sundo A/S, Badstuestraede 8, Copenhagen K.

BERLIN: INTERNATIONAL BOAT SHOW AND AQUATIC EXHIBITION – March 10-17.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

STOCKHOLM: INTERNATIONAL BOAT SHOW (ALLT FOR SJON) – March 20-31.
* Apply, "Allt for Sjon" Faek Storangsvagen 18, Stockholm NO.

AMSTERDAM: INTERNATIONAL YACHTING, CAMPING AND CARAVAN EQUIPMENT EXHIBITION (HISWA) – March.
* Apply, RAI Gebouw, Europaplein 8, Amsterdam 2.

OSLO: SECOND INTERNATIONAL SHIPPING EXHIBITION – May 20-29.
Apply, Norges Varemesse, Drammensveien 54, Oslo 2.

AMSTERDAM: INTERNATIONAL SHIPBUILDING, MARINE ENGINE AND PORT EQUIPMENT EXHIBITION (EUROPORT) – November 12-16.
* Apply, Anglican Trade Promotions Ltd., 67/69 Chancery Lane, London, W.C.2 (Tel. Chancery 6561).

Textiles

DORNBIRN: INTERNATIONAL TEXTILES EXHIBITION (OTEX) – May 14-16.
* Apply, Office of the Austrian Foreign Trade Representative, 1 Hyde Park Gate, London, S.W.7 (Tel. Knightbridge 6938).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 21-24.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November 19-22.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

Toys, Games and Sports Equipment

MILAN: INTERNATIONAL TOY FAIR – January 31-February 6.
* Apply, Secretary, Salone Internazionale del Giocattolo, Via Piatti 4, Milan.

PARIS: INTERNATIONAL TOY FAIR – February 4-10.
* Apply, Salon International du Jouet, 93 rue de Turenne, Paris, 3e.

HELSINKI: CAMPING SHOW – February 9-18.
* Apply, The Finnish Fair Corporation, Helsinki, 25.

NUREMBURG: INTERNATIONAL TOY FAIR – February 10-16.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

WIESBADEN: INTERNATIONAL SPORTS GOODS FAIR – March 17-19.
* Apply, Internationale Sportartikelmesse Wiesbaden G.m.b.H., 62 Wiesbaden, Langgasse 17.

COPENHAGEN: EXHIBITION OF CAMPING EQUIPMENT – March 20-31.
Apply, Erhvervenes Udstillingsselskab Bella-Centret A/S, Hvidkildevej 64, Copenhagen N.V.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

Miscellaneous

WIESBADEN: INTERNATIONAL PETS TRADE FAIR – May 17-19.
† Apply, Zentralverband Zoologischer Fachgeschäfte Deutschlands e.V., 6 Frankfurt-am-Main, Stresemannallee 35-37.

HANOVER: 9TH EUROPEAN EDUCATIONAL MATERIALS FAIR (DIDACTA) – June 7-11.
† Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. Metropolitan 9711).

1969—General

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February 23-27.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

CAGLIARI: SARDINIAN INTERNATIONAL SAMPLES FAIR – March.
* Apply, The President, Fiera Internazionale della Sardegna, Quartiere Fieristico, Viale A. Diaz, Cagliari, Sardinia.

LYONS: INTERNATIONAL TRADE FAIR – March.
* Apply, Exhibitions & Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. Regent 0511).

MILAN: INTERNATIONAL SAMPLES FAIR – April.
* Apply, Dr. V. Schiazzano, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

HANOVER: HANOVER FAIR – April 26-May 4.
* Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, E.C.2 (Tel. Metropolitan 9711).

PADUA: INTERNATIONAL SAMPLES FAIR – May-June.
* Apply, Fairs & Exhibitions Ltd., 14 New Burlington Street, London, W.1 (Tel. Regent 0855).

PALERMO: INTERNATIONAL MEDITERRANEAN FAIR – May-June.
* Apply, Fiera del Mediterraneo, Piazza Generale Cascino, Palermo, Sicily.

STOCKHOLM: ST. ERIK'S FAIR – INTERNATIONAL CONSUMER GOODS – August-September.
* Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

HELSINKI: FINNISH INDUSTRIES FAIR – September 19-28.
* Apply, The Finnish Fair Corporation, Helsinki 25.

1969—Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

BERLIN: INTERNATIONAL GREEN WEEK – January 24-February 2.
* Apply, Berliner Ausstellungen, 1 Berlin 19, Messedamm 22.

FRANKFURT: INTERNATIONAL DAIRY ENGINEERING EXHIBITION – June 23-27.
Apply, Deutsche Landwirtschafts – Gesellschaft, 6 Frankfurt-am-Main, Zimmerweg 16.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June-July.
* Apply, Italian Chamber of Commerce, 31 Old Burlington Street, London, W.1 (Tel. Regent 2411).

Building and Public Works

MUNICH: INTERNATIONAL EXHIBITION OF BUILDING MACHINERY (BAUMA) – March 1-9.
† Apply, The Building Exhibition, 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

MUNICH: INTERNATIONAL EXHIBITION OF SEWAGE ENGINEERING (IFAT) – September 8-14.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

Clothing and Footwear

MUNICH: FASHION WEEK – March 23-27.
* Apply, Mode-Woche München G.m.b.H., 8 München 90, Brecherspitzstrasse 7.

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

BERLIN: FASHION WEEK – April.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – April.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – April.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – April.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

COLOGNE: INTERNATIONAL MEN'S FASHION WEEK – August.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL FAIR OF LINGERIE, FOUNDATION GARMENTS AND UNDERWEAR – September.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

DÜSSELDORF: FOOTWEAR SAMPLES DISPLAY (GDS) – September.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – September.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

MUNICH: FASHION WEEK – October 5-9.
* Apply, Mode-Woche München G.m.b.H., 8 München 90, Brecherspitzstrasse 7.

BERLIN: FASHION WEEK – October.
Apply, Industrie und Handelskammer zu Berlin, 1 Berlin 12, Hardenbergstrasse 16-18.

COLOGNE: INTERNATIONAL FAIR FOR THE CHILD – October.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October.
* Apply, H. E. Melsom M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

DÜSSELDORF: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – October.
* Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

Engineering, Radio and Electrical Goods

COPENHAGEN: RADIO AND TELEVISION EXHIBITION – August 22-31.
Apply, Elektronikfabrikantforeningen i Denmark, Neils Hemmingsensgade 9, Copenhagen K.

ESSEN: WELDING AND CUTTING FAIR – September 20-28.
Apply, Gemeinnutzige Ausstellungs G.m.b.H., 43 Essen, Norbertstrasse 2.

AMSTERDAM: INTERNATIONAL RADIO AND TELEVISION EXHIBITION (FIRATO) – September.
† Apply, RAI Gebouw, Europaplein 8, Amsterdam 2.

COPENHAGEN: INTERNATIONAL TECHNICAL FAIR – October 31-November 9.
* Apply, Udstillingsselskabet UFESAS, Ryvangs Alle 20, Copenhagen Ø.

Foodstuffs, Food Machinery, Hotel and Catering

COLOGNE: INTERNATIONAL EXHIBITION OF FINE FOODS AND PROVISIONS (ANUGA) – September-October.
† Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

Furniture, Furnishings, Household Equipment and Hardware

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

NAPLES: HOMES, FURNISHINGS AND CLOTHING EXHIBITION (FIERA DELLA CASA) – June-July.
* Apply, Ente Autonomo Mostra d'Oltremare, Piazza Campi Flegrei, Naples.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London, S.W.1 (Tel. Sullivan 2134).

Handicrafts and Fancy Goods, etc.

HERNING: HOBBY AND VACATION SHOW – April 2-7.
* Apply, A/S Herning Hallen, Herning.

MUNICH: INTERNATIONAL HANDICRAFTS FAIR – April 11-20.
* Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

HERNING: HANDICRAFTS AND INDUSTRIAL FAIR – September 4-14.
* Apply, A/S Herning Hallen, Herning.

Heating and Ventilating

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS BURNERS (INTHERM) – March 26-30.
* Apply, C.E.S. (Overseas) Ltd., 1-3 Astoria Parade, Streatham High Road, London, S.W.16 (Tel. 01-769 0950).

FRANKFURT: INTERNATIONAL PLUMBING AND HEATING EXHIBITION – April.
† Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

Hospital and Medical Equipment

MUNICH: INTERNATIONAL EXHIBITION AND CONGRESS ON DIAGNOSTICS (DIAGNOSTICA) – May 11-18.
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

Leather, Leather Goods and Fur

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – February 22-27.
* Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

FRANKFURT: INTERNATIONAL FUR FAIR – April
* Apply, Frankfurter Rauchwaren Messe G.m.b.H., 6 Frankfurt-am-Main, Bettinaplatz 1.

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August-September.
* Apply, Offenbacher Messe G.m.b.H., 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

Motor Vehicles, Motor Cycles and Bicycles

AMSTERDAM: INTERNATIONAL MOTOR SHOW – February.
† Apply, RAI, Netherlands Association of Bicycle and Automobile Industry, Europaplein 8, Amsterdam 2.

GENEVA: INTERNATIONAL MOTOR EXHIBITION – March.
* Apply, Salon International de l'Automobile, 5 Rue Jacques-Balmat, Geneva.

FRANKFURT: INTERNATIONAL MOTOR EXHIBITION – September 11-21.
† Apply, Verband der Automobilindustrie e.V., 6 Frankfurt-am-Main 16, Westendstrasse 61.

TURIN: INTERNATIONAL MOTOR SHOW – November.
* Apply, Comitato Organizzatore, Salone Internazionale dell Automobile, Corso Galileo Ferraris 61, Turin.

Nuclear Energy

BASLE: INTERNATIONAL NUCLEAR INDUSTRIES FAIR (NUCLEX 69) – October 6-10.
Apply, The Secretary, Nuclex 69, Basle 21.

Office Machinery and Equipment

HELSINKI: EXHIBITION OF WORK EFFICIENCY – April 18-27.
Apply, The Finnish Fair Corporation, Helsinki 25.

STOCKHOLM: OFFICE '69 – October 17-24.
Apply, The Federation of Office Machinery Distributors, Exhibits Office, Ab St. Erik's-Massan, Stockholm.

Packaging Machinery and Materials

DÜSSELDORF: 5TH INTERNATIONAL TRADE FAIR OF PACKAGING MACHINERY AND MATERIALS AND CONFECTIONERY MACHINERY (INTERPACK) – May.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

Ships and Boats

HAMBURG: BOAT SHOW – January.
* Apply, Planten un Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, 2 Hamburg 36, Am Dammtor.

HELSINKI: BOAT SHOW – February 14-23.
Apply, The Finnish Fair Corporation, Helsinki 25.

STOCKHOLM: INTERNATIONAL BOAT SHOW (ALLT FOR SJON) – March.
* Apply, 'Allt for Sjon' Faek, Storangsvagen 18, Stockholm NO.

Textiles

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – May 20-23.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

FRANKFURT: INTERNATIONAL TEXTILES EXHIBITION (INTERSTOFF) – November.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

Toys, Games and Sports Equipment

NUREMBERG: INTERNATIONAL TOY FAIR – February 8-14.
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, E.C.4 (Tel. Central 5050).

HELSINKI: CAMPING SHOW – February.
* Apply, The Finnish Fair Corporation, Helsinki 25.

COLOGNE: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October.
* Apply, H. E. Melsom, M.B.E., Cologne International Trade Fairs, Room 229, Abbey House, Victoria Street, London. S.W.1 (Tel. Sullivan 2134).

Congresses and Associated Exhibitions

DÜSSELDORF: 2ND CONGRESS AND EXHIBITION FOR CLEAN AIR – June 9-13.
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. Museum 9325).

1970—General

HELSINKI: INTERNATIONAL TRADE FAIR – September 17-27.
* Apply, The Finnish Fair Corporation, Helsinki 25.

1970—Specialized

Engineering, Radio & Electrical Goods

HELSINKI: TV/RADIO – AND MUSIC EXHIBITION – October-November.
* Apply, The Finnish Fair Corporation, Helsinki 25.

Office Machinery and Equipment

HELSINKI: EXHIBITION OF BUSINESS MACHINES AND EQUIPMENT – October-November.
* Apply, The Finnish Fair Corporation, Helsinki 25.

Toys, Games and Sports Equipment

HELSINKI: CAMPING SHOW – February 13-22.
* Apply, The Finnish Fair Corporation, Helsinki 25.

SECTION III

Trade Fairs and Exhibitions outside Europe

1967—General

NDOLA: ZAMBIA TRADE FAIR – June 30-July 3.
Apply, Zambia Industrial and Commercial Show Society, David Appleton Ltd. P.O. Box 1958, Ndola.

TORONTO: CANADIAN NATIONAL EXHIBITION – August 18-September 4. At Exhibition Park.
Apply, Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, S.W.1 (Tel. Whitehall 2794).

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20.
* Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

WELLINGTON (NEW ZEALAND): THIRD INTERNATIONAL TRADE FAIR – August 17-September 2.
Apply, Secretary (C. W. Halliwell), Wellington Show Association Inc., 7-11 Ghuznee Street, Wellington, New Zealand.

ALGIERS: 4TH INTERNATIONAL TRADE FAIR – September 4-19.
* Apply, Algerian Chamber of Commerce and Industry, Algiers.

BOSTON: EUROFAIR U.S.A. – September 16-22.
Apply, Europfair Inc. Boston Mass., United States Post Office Box 426, Boston. European Office, 94 Gerrit Van der Veenstraat, Amsterdam, Netherlands.

NAIROBI: NAIROBI SHOW, INTERNATIONAL AGRICULTURAL SHOW AND TRADE FAIR – September 26-30.
* Apply, Agricultural Society of Kenya, P.O. Box 30176, Nairobi.

MOGADISHU (SOMALILAND): INTERNATIONAL FAIR September 28-October 12.
Apply, Camera di Commercio della Somalia, P.O. Box 27, Mogadishu.

SYDNEY: INTERNATIONAL TRADE FAIR – October 19-28.
Apply, Industrial and Trade Fairs Holdings Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

LIMA: 5TH PACIFIC INTERNATIONAL TRADE FAIR – October 27-November 12.
Apply, Pacific International Trade Fair, P.O. Box 4900, Lima, Peru.

SYDNEY: ORANGE NATIONAL FIELD DAYS – November 13-16.
Apply, Orange National Field Day Committee, Orange, New South Wales.

1967—Specialized

Agriculture, Forestry, Fishing and Agricultural Machinery

LOURENCO MARQUES: AGRICULTURAL, COMMERCIAL AND INDUSTRIAL FAIR (FACIM) – June 24-July 9.

Apply, Farim Feira Agro-Pecuania Commercial e Industrial de Mocambique Predio Santos Gil 2. n. 22 Caixa Postal 1761, Lourenco Marques.

CALGARY: THE CALGARY EXHIBITION AND STAMPEDE SHOW – July 6-15.
Apply, I. W. Parson, General Manager, Box 1060, Calgary, Alberta.

BOSTON: AMERICAN COMMERCIAL FISH EXPOSITION – October 10-14.
Apply, American Commercial Fish Exposition Inc. 3 School Street, Boston, Mass. 02108.

Building and Public Works

SYDNEY: BUILDING TRADES EXHIBITION – July 24-29.
Apply, Exhibition Organizers Ltd., 3 Clements Inn, London, W.C.2.

SYDNEY: IDEAL HOME EXHIBITION – August 18-26.
Apply, Industrial and Trade Fairs (PTY) Ltd., Commonwealth House, New Oxford Street, London, W.C.1.

CHICAGO: NATIONAL ASSOCIATION OF HOME BUILDERS CONVENTION AND EXPOSITION – December 3-7.
* Apply, National Association of Home Builders, 140 South Dearborn Street, Chicago 3, 60603.

Chemicals and Allied Industries including Plastics

CHICAGO: 13TH NATIONAL CHEMICAL EXPOSITION September 12-15. To be held at Conrad Hilton Hotel.
Apply, American Chemical Society, 86 East Randolph Street, Chicago, Illinois 60601.

TOKYO: CHEMICAL PLANT ENGINEERING EXHIBITION – September 25-30.
Apply, The Society of Chemical Engineers, Japan, Japan Management Association, Kyoritsu Building, 25 Shiba Park, Minato Ku, Tokyo.

TOKYO: INTERNATIONAL OIL HYDRAULIC AND PNEUMATIC MACHINE FAIR – October 6-12.
Apply, Secretariat Office, 1967 International Oil Hydraulic and Pneumatic Machine Fair, The Nichon Kogyo Shimbun 3, 1 Chome, Ohtemachi, Chiyoda-ku, Tokyo, Japan.

Clothing and Footwear

MONTREAL: CANADIAN SHOE AND LEATHER FAIR – October 1-3.
* Apply, Canadian Shoe and Leather Fair, Suite 710, 1010 St. Catherine Street, W. Montreal 2, Quebec.

CHICAGO: NATIONAL SHOE FAIR – October 8-11.
Apply, National Shoe Manufacturers' Association, Hotel New York, Room 1929, 8th Avenue at 34th Street, New York, NY.

NEW YORK: SHOE SHOW – November 11-15.
Apply, National Shoe Manufacturers' Association, Hotel New Yorker, Room 1929, 8th Avenue at 34th Street, New York, N.Y.

Display and Shop Equipment

CHICAGO: NATIONAL AUTOMATIC MERCHANDISING ASSOCIATION CONVENTION AND EXHIBITION – October 28-31. At McCormick Place.
* Apply, National Automatic Merchandising Association, 7 South Dearborn Street, Chicago 3, Illinois 60603.

Engineering, Radio and Electrical Goods

SYDNEY: 8TH BIENNIAL INTERNATIONAL ENGINEERING AND INDUSTRIAL EXHIBITION – July-August.
Apply, Industrial Public Relations Service (NSW) Pty. Ltd., R.A.S. Show Ground, Moore Park, Box 4962 G.P.O. Sydney.

MELBOURNE: CIVIL INTERNATIONAL ENGINEERING SHOW – August 7-10.
Apply, General Exhibitions, Fairs and Conferences (Vict.) Pty. Ltd., Melbourne.

MELBOURNE: FOURTH INTERNATIONAL ENGINEERING SHOW – August 7-12.
Apply, Industrial Public Relations of Australia, Pty. Ltd., 392 St. Kilda Road, Melbourne.

SAN FRANCISCO: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 22-25. At Cow Palace.
* Apply, Mr. D. Larsen, 3600 Wilshire Boulevard, Los Angeles 15.

OSAKA: 1967 JAPAN WELDING SHOW – September 1-18.
Apply, The Sanpo Incorporated, No. 2 Hall, Osaka International Trade Fair, Osaka.

OSAKA: 1967 JAPAN ELECTRONICS SHOW – September 28-October 4.
Apply, Electronic Industries Association of Japan, Minato International Fair Grounds, Osaka.

CHICAGO: 22ND ANNUAL INTERNATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – September 11-14.
* Apply, Du Mont Publicity Co. Ltd., 32 Chesilton Road, S.W.6 (Tel. Renown 5685).

TORONTO: INTERNATIONAL ELECTRONICS CONFERENCE AND EXPOSITION – September 25-27.
Apply, Clemens G. Blanke, Esq., Exhibits Manager, International Electronics Conference, 1819 Yonge Street, Toronto 7, Canada.

CHICAGO: 23RD ANNUAL NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 23-25.
* Apply, General Manager, National Electronics Conference, Inc., 228 North La Salle St., Chicago, Illinois 60601.

CLEVELAND: AMERICAN SOCIETY FOR METALS EXPOSITION – October 16-19.
Apply, Mr. W. J. Hilty, American Society for Metals, Metals Park, Ohio 44073.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION (ELECTRA 67) – October 16-21.
Apply, South African Exhibition Organisers (Pty) Ltd. P.O. Box 2900, Johannesburg.

CHICAGO: ATOMIC INDUSTRIES FORUM – November 6-9.
Apply, Charles Robbins, 850 Third Avenue, New York, N.Y. 10022.

JOHANNESBURG: MACHINE TOOLS AND MECHANICAL ENGINEERING EXHIBITION – November 15-22.
Apply, South African Exhibition Organisers (Pty) Ltd. P.O. 2900, Johannesburg.

Foodstuffs, Food Machinery, Hotel and Catering

SYDNEY: F.A.C.E. (FOOD, ACCOMMODATION, CATERING EQUIPMENT) – July 24-29.
Apply, Exhibition Promotions Pty Ltd. P.O. Box 4292, G.P.O. Sydney.

NEW YORK: NATIONAL FANCY FOOD AND CONFECTION SHOW – August 26-29.
* Apply, Charles Snitow Organisation Inc., 331 Madison Avenue, New York, N.Y. 10017.

CAPE TOWN: HOTEL AND CATERING TRADES EXHIBITION – September 11-15.
Apply, S. A. Exhibition Organisers (PTY) Ltd., P.O. Box 3032, Cape Town.

MELBOURNE: FROZEN FOOD EXHIBITION – October 9-14.
Apply, Exhibition Promotions, Pty Ltd., 415 Bourke Street, Melbourne.

TORONTO: SUPERMARKET SHOW – October 10-12.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL HOTEL EXPOSITION – November 6-9.
* Apply, General Manager, National Hotel Exposition, 141 West 51st Street, New York, N.Y. 10019.

Furniture, Furnishings, Household Equipment and Hardware

MONTREAL: NATIONAL FLOOR COVERING EXHIBITION – August 6-12.
Apply, The President, The Floor Covering Club of Montreal, 1600 Berri Street, Montreal.

MONTREAL: FALL HARDWARE SHOW – September.
* Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

NEW YORK: NATIONAL HARDWARE SHOW – October 9-12.
* Apply, Charles Snitow Organisation, 331 Madison Avenue, New York, N.Y. 10017.

Handicrafts and Fancy Goods

CHICAGO: CHICAGO GIFT SHOW – July 30-August 4.
Apply, William E. Little, 220 Fifth Avenue, New York, N.Y. 10001.

SAN FRANCISCO: GIFT SHOW – August 6-9.
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

MINNEAPOLIS: GIFT AND JEWELLERY SHOW – August 27-30.
Apply, Helen Brett Enterprises Inc., 6 East Monroe Street, Chicago 3, Illinois.

NEW YORK: THE 72ND NEW YORK GIFT SHOW – August 13-18.
Apply M. Geo. F. Little, Little Bros. Shows Inc., 220 Fifth Avenue, New York City, N.Y.

MONTREAL: GIFT SHOW – August 28-31.
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

DALLAS: FALL GIFT AND JEWELLERY SHOW – September 3-7.
Apply, Shannon Francis, V.P. Suite 3000, 2100 Stemmons Freeway, Dallas, Texas.

BOSTON: GIFT SHOW – September 10-14.
Apply, Donald C. Little Management, 220 Fifth Avenue, New York, N.Y. 10001.

TORONTO: GIFT SHOW – September 25-28.
Apply, National Gift Shows, Seccombe House, 443 Mount Pleasant Road, Toronto 7, Ontario.

Hospital and Medical Equipment

SAN FRANCISCO: SYMPOSIUM AND EXHIBITION (MEDAC '67) – August 1-3.
Apply, Robert D. Hall, Association for the Advancement of Medical Instrumentation, Box 314, Harvard Square, Cambridge, Mass 02138.

CHICAGO: HOSPITAL AND MEDICAL EQUIPMENT EXHIBITION – August 21-24.
Apply, The American Hospital Association, 840 North Lake Shore Drive, Chicago.

DALLAS: DALLAS TRADE MART GIFT SHOW – September 3-7.
Apply, Shannon Francis, V.P. Suite 3000, 2100 Stemmons Freeway, Dallas, Texas.

BOSTON: GIFT SHOW – September 10-14.
Apply, Donald C. Little Management, 220 Fifth Avenue, New York. N.Y. 10001.

TORONTO: 43RD ANNUAL CONVENTION, ONTARIO HOSPITAL ASSOCIATION – October 23-25.
Apply, Mr. G. S. Roberts, Director of Public Relations, Ontario Hospital Association, 24 Ferrand Drive, Don Mills, Ontario.

Laundry and Allied Services

MONTREAL: CANADIAN LAUNDERERS AND DRY CLEANERS' SHOW – November 16-19.
Apply, Canadian Launderers and Dry Cleaners Show, 481 University Avenue, Toronto 2, Canada (Tel. 362-5311).

Leather, Leather Goods and Fur

NEW YORK: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 31-November 2.
Apply, Leather & Allied Industries Exposition, 411 Fifth Avenue, New York, N.Y.

Motor Vehicles, Motor Cycles and Bicycles

SYDNEY: GEAREX (GARAGE EQUIPMENT AND AUTOMOTIVE ACCESSORIES) EXHIBITION – November 13-18.
Apply, Exhibition Promotions Pty Ltd. P.O. Box 4292, G.P.O. Sydney.

OSAKA: 6TH OSAKA AUTO SHOW – November 24-27.
Apply, Japan Automobile Importers Association, No. 2 Hall, Minato Kaijo International Fair Grounds, Osaka.

JOHANNESBURG: GARAGE EQUIPMENT AND MOTOR SPARES EXHIBITION – December 6-12.
Apply, South African Exhibition Organisers (Pty) Ltd., PO Box 2900, Johannesburg.

Packaging

NAGOYA: 6TH ALL JAPAN MECHANICAL HANDLING AND PACKAGING EXHIBITION – September 12-17.
Apply, Central Japan Federation of Mechanical Handling Equipment Association, Kanayama Gymnasium, Nagoya.

JOHANNESBURG: PACKAGING AND PRODUCT PROCESSING EXHIBITION – September 18-23.
Apply, South African Exhibition Organisers (Pty) Ltd. PO Box 2900, Johannesburg.

SINGAPORE: EXHIBITION OF PACKAGING MATERIALS AND PRINTING – October 21-28.
Apply, Light Industries Services, The Economic Development Board, Singapore.

TORONTO: CANADIAN NATIONAL PACKAGING EXPOSITION – November 1-3.
Apply, Packaging Association of Canada, 25 Merton Street, Toronto 7, Ontario.

Printing and Stationery

MONTREAL: CANADIAN GRAPHIC ARTS SHOW – October 23-26.
Apply, Industrial & Trade Shows of Canada, 481 University Avenue, Toronto 2.

ST. LOUIS: INTERNATIONAL VISUAL COMMUNICATIONS CONGRESS – November 11-14.
Apply, John E. Sedan, General Manager, 770 S. Adams, Room 108, Birmingham, Mich., United States.

Scientific, Surgical and Photographic Instruments

CHICAGO: AMERICAN NUCLEAR SOCIETY – November 6-10.
Apply, Octave Du Temple, 244 East Ogden Avenue, Hinsdale, Illinois.

Ships and Boats

MELBOURNE: NATIONAL BOAT SHOW AND SPORTING EXHIBITION (INCLUDES CARAVANS, CAMPING AND TRAVEL EQUIPMENT) – July 13-22.
Apply, Exhibition Promotions Pty Ltd., 415 Bourke Street, Melbourne.

CHICAGO: MARINE TRADES EXHIBIT AND CONFERENCE – September 28-October 1.
* Apply, Outboard Boating Club of America, 307 North Michigan Avenue, Chicago 3, Illinois 60603.

Textiles

GREENVILLE (SOUTH CAROLINA): SOUTHERN TEXTILE EXPOSITION – October 17-21. At Textile Hall.
Apply, Southern Textile Exposition, Textile Hall, P.O. Box 5823, Station B, Greenville, E.C.

Toys, Games and Sports Equipment

CHICAGO: AMERICAN FISHING TACKLE MANUFACTURERS ASSOCIATION – August 6-9.
Apply, A. J. Boehm, 20 North Wacker Drive, Chicago, Illinois, 60606.

Wood and Woodworking Machinery

LOUISVILLE: INTERNATIONAL FURNITURE AND WOODWORKING SUPPLY FAIR – September 17-21. At Kentucky Fair and Exposition Centre.
Apply, National Association of Furniture Manufacturers Inc., 666 Lake Shore Drive, Chicago, Illinois.

SINGAPORE: METALWORKING AND WOODWORKING MACHINERY AND MATERIALS HANDLING EQUIPMENT EXHIBITION – September-October.
Apply, Economic Development Board, Light Industries Services Division, Singapore.

Miscellaneous

MONTREAL: CANADIAN ASSOCIATION OF PURCHASING AGENTS (QUEEN ELIZABETH HOTEL) – July 9-11.
* Apply, W. A. Small, Managing Director, 375 Bay Street, Toronto 1, Ontario, 366-3043.

CHICAGO: MUSIC SHOW – July 10-14. At Conrad Hilton Hotel.
* Apply, Exhibition Manager, National Association of Music Merchants, 222 West Adams Street, Chicago, Illinois.

REGINA (SASKATCHEWAN): INDUSTRIAL EXPOSITION AND MINERAL SYMPOSIUM (MAINLY POTASH, MINING, NATURAL GAS AND OIL INDUSTRIES) – August 27-September 2.
Apply, Government of Saskatchewan, Regina Canada.

OSAKA: 35TH BUSINESS SHOW – October 17-21.
Apply, Nippon Office Management Association, No. 2 Hall, Minato Kaijo International Fair Grounds, Osaka.

NAGOYA: INTERNATIONAL SPRING MAKING MACHINERY SHOW – November 11-17.
Apply, Spring Machinery Industry Association, Aichi Prefectorial Industrial and Trade Centre, Nagoya.

1968—General

MADRAS: INTERNATIONAL TRADE AND INDUSTRIES FAIR – January 12-February 17.
Apply, All-India Manufacturing Organisation, Jeevan Sahakar, Sir Pherozshah Mehta Road, Bombay 1.

TRIPOLI (LIBYA): INTERNATIONAL TRADE FAIR – February 28-March 20.
* Apply, Tripoli International Trade Fair, Giaddat O Muktar Tripoli, PO Box 891, Tripoli.

JOHANNESBURG: RAND EASTER SHOW – April 2-15.
* Apply, The Secretary, Witwatersrand Agricultural Society, PO Box 4344, Johannesburg.

OSAKA: INTERNATIONAL TRADE FAIR – April.
Apply, International Trade Fair Commission Honmachi Bashi, Higashi Koo, Osaka.

TUNIS: INTERNATIONAL FAIR – May 24-June 9.
Apply, Foir International de Tunis, Palais de la Foire, Avenue Gambetta, Tunis.

TEL AVIV: INTERNATIONAL TRADE FAIR – June 4-22.
† Apply, Mr. A. Burke, Anglo-Israel Chamber of Commerce, Kerr House, 36 Kingsway, London, W.C.2 (Tel. Holborn 9696).

NDOLA: ZAMBIA TRADE FAIR – June-July.
* Apply, Zambia Industrial and Commercial Show Society, David Appleton Ltd., PO Box 1058, Ndola.

TORONTO: CANADIAN NATIONAL EXHIBITION – August-September.
* Apply, Canadian National Exhibition Representative, Columbia House, 3 Lower Regent Street, London, S.W.1 (Tel. Whitehall 2794).

IZMIR: INTERNATIONAL TRADE FAIR – August 20-September 20.
* Apply, Brigadier BW Bethel, British Chamber of Commerce of Turkey (Inc.), 69 Cannon Street, London, E.C.4 (Tel. City 4444).

DAMASCUS: INTERNATIONAL TRADE FAIR – August 25-September 20.
* Apply, International Fair of Damascus, 67 Boulevard Baghdad, Damascus.

ALGIERS: 5TH INTERNATIONAL TRADE FAIR – September.
* Apply, Algerian Chamber of Commerce & Industry, Algiers.

SYDNEY: INTERNATIONAL TRADE FAIR – October.
* Apply, Industrial & Trade Fairs (Pty.) Ltd., 3rd Floor, ADC House, 77 Pacific Highway, North Sydney, N.S.W. PO Box 428, North Sydney.

CAIRO: INTERNATIONAL TRADE FAIR – November.
Apply, Ministry of Economy, General Organization for International Exhibitions and Fairs, Exhibition Ground, Nasr City, Cairo.

Agriculture, Forestry, Fishing, Agricultural Machinery

MINNEAPOLIS: RETAIL FARM EQUIPMENT ASSOCIATION, MINNESOTA AND SOUTH DAKOTA – January.
* Apply, Kenneth L. Austin Secretary-Manager, 129E Broadway, Owatonna, Minnestota.

MELBOURNE: NATIONAL DAIRY INDUSTRIES EXHIBITION AND SYMPOSIUM – June.
Apply, Exhibition Promotions Pty. Ltd., 415 Bourke Street, Melbourne. (This exhibition will be held at Sale or Morwell, Victoria).

Building and Public Works

MELBOURNE: IDEAL HOME SHOW – Late March.
Apply, Victoria Furniture Industries Exhibitions Ltd., Melbourne.

Chemicals and Allied Industries Including Plastics

TOKYO: INTERNATIONAL FAIR OF PLASTICS (JAPANPLAS 1968).
Apply, The Japan Society of Plastics Technology 8, 2-Chome, Giza Higashi, Chuo-Ku, Tokyo.

SYDNEY: CHEMICAL PETROLEUM AND GAS ENGINEERING EXHIBITION – July.
Apply, Industrial & Trade Fairs Pty. Ltd., PO Box 428, Sydney.

Engineering, Radio and Electrical Goods

WASHINGTON: AMERICAN FEDERATION OF INFORMATION, PROCESSING SOCIETY SPRING JOINT COMPUTER CONFERENCE – March 21-23.
* Apply, H. G. Asmus, Executive Secretary, Room 504, 211E 43rd Street, New York, N.Y. 10017.

PHILADELPHIA: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 25-28.
Apply, Clapp & Poliak Inc., 341 Madison Avenue, New York, N.Y. 10017.

MONTREAL: CANADIAN PLANT ENGINEERING AND MAINTENANCE SHOW – May 28-31.
Apply, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto 2, Canada.

SINGAPORE: MACHINE TOOLS, METAL WORKING AND WOODWORKING MACHINERY EXHIBITION – May/June.
Apply, Light Industries Services. The Economic Development Board Singapore.

SYDNEY: INTERNATIONAL ENGINEERING EXHIBITION – August 19-24.
Apply, Exhibition Promotions Pty. Ltd., PO Box 4292, G.P.O. Sydney.

LOS ANGELES: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 20-23.
* Apply, Mr. D. Larsen, 3600 Wilshire Bouleyard, Los Angeles, 15.

JOHANNESBURG: ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING (ELECTRA 68) – September 16-21.
Apply, South African Exhibition Organisers (Pty.) Ltd., PO Box 2900, Johannesburg.

SYDNEY: MECHANICAL MATERIALS HANDLING EQUIPMENT EXHIBITION – November.
Apply, Industrial & Trade Fairs Pty. Ltd., PO Box 428, Sydney.

DETROIT: NATIONAL DIE CASTING EXPOSITION AND CONGRESS – November 4-7.
Apply, Irwin I. Chaitin, Exposition Director, 1601 W. Lafayette, Detroit, Michigan.

Handicrafts and Fancy Goods

SAN FRANCISCO: GIFT SHOW – February 4-7.
Apply, Western Merchandise Exhibitors Association, 1355 Market Street, San Francisco 3, California.

DALLAS: DALLAS TRADE MART GIFT SHOW – February 18-22.
Apply, Shannon Francis, V.P. Suite 300, 2100 Stemmons Freeway, Dallas (Texas).

BOSTON: GIFT SHOW – March 3-7. September 8-12.
Apply, Donald C. Little Management 220 Fifth Avenue, New York, NY 10001.

Hospital and Medical Equipment

TORONTO: ANNUAL CONVENTION, THE ONTARIO MEDICAL ASSOCIATION – May 6-10.
Apply, A. K. Gillies, Executive Secretary, Ontario Medical Association, 244 St. George Street, Toronto, Canada.

TORONTO: ANNUAL CONVENTION, ONTARIO DENTAL ASSOCIATION – May 12-15.
Apply, Mrs. W. C. Durham, Secretary–Treasurer, The Ontario Dental Association, 230 St. George Street, Toronto 5, Ontario.

Motor Vehicles–Motor Cycles and Bicycles

CHICAGO: 41ST ANNUAL NATIONAL AUTO ACCESSORIES EXPOSITION – January 29-February 1.
* Apply, Automotive Accessories Manufacturers of America, 555 East City Line Avenue, Bala-Cynwyd, Pa. 19004.

MELBOURNE: INTERNATIONAL MOTOR SHOW – Early March.
Apply, Chamber of Automotive Industries, Victoria, Australia.

SYDNEY: AUTOMOTIVE SPARE PARTS EXHIBITION AND SYMPOSIUM – November.
Apply, Exhibition Promotions Pty. Ltd., PO Box 4292, G.P.O. Sydney.

Packaging Machinery and Materials

NEW YORK: AMERICAN NATIONAL PACKAGING EXHIBITION – May 6-9.
Apply, Clapp & Poliak Inc., 341 Madison Avenue, New York, N.Y. 10017.

SYDNEY: INTERNATIONAL PACKAGING EXHIBITION – June 17-22.
Apply, Exhibition Promotions Pty. Ltd., PO Box 4292, G.P.O. Sydney.

TOKYO: INTERNATIONAL PACKAGING EXHIBITION – September 4-10.
Apply, Japan Packaging Institute, Tokyo International Trade Centre, Harumi, Tokyo.

Printing and Stationery

CHICAGO: INTERNATIONAL PRINTING AND ALLIED TRADES EXHIBITION (PRINT '68) – June 20-25.
Apply, Show Company, 1605 North Cahuenga Boulevard, Los Angeles, California 90028.

Ships and Boats

NEW YORK: NATIONAL BOAT SHOW – February 7-18.
* Apply, Jos. E. Choate Adm VP, National Association of Engine & Boat Manufacturers, 420 Lexington Avenue, Room 2720, New York, N.Y.

MELBOURNE: NATIONAL BOAT SHOW AND SPORTING EXHIBITION (INCLUDES CARAVANS, CAMPING AND TRAVEL EQUIPMENT) – July 18-27.
Apply, Exhibition Promotions Pty. Ltd., 415 Bourke Street, Melbourne.

Textiles

GREENVILLE: SOUTHERN TEXTILE EXPOSITION – October 21-25.
Apply, Southern Textile Exposition, Textile Hall, PO Box 5823, Station B, Greenville, S.C.

Toys, Games & Sports Equipment

SYDNEY: INTERNATIONAL TOY FAIR – February.
Apply, The Organiser, International Toy Fair (1967) Australian British Trade Association, 4 Bridge Street, Sydney, N.S.W.

Miscellaneous

TORONTO: THE CANADIAN EDUCATION SHOW PLACE – January 25-27.
Apply, Canadian Education Show Place, Industrial and Trade Shows of Canada, 481 University Avenue, Toronto, 2.

TORONTO: ANNUAL CONFERENCE, INDUSTRIAL ACCIDENT PREVENTION ASSOCIATION – April 8-9.
Apply, D. E. Ireland Esq., Manager Public Service Department, Industrial Accident Prevention Associations, 90 Harbour Street, Toronto 1, Ontario.

1969—General

Ships and Boats

MELBOURNE: NATIONAL BOAT SHOW AND SPORTING EXHIBITION (INCLUDES CARAVANS, CAMPING AND TRAVEL EQUIPMENT) – July 17-26.
Apply, Exhibition Promotions Pty. Ltd., 415 Bourke Street, Melbourne.

SYDNEY: BUSINESS EFFICIENCY FAIR – May.
Apply, Exhibition Promotions Pty. Ltd., PO Box 4292, G.P.O. Sydney.

1970—General

MELBOURNE: BUSINESS EFFICIENCY FAIR – May.
Apply, Exhibition Promotions Pty. Ltd., 415, Bourke Street, Melbourne.

SECTION IV

Trade Fairs and Exhibitions in the United Kingdom

1967—General

HARTLEPOOL: HARTLEPOOL'S INDUSTRIAL EXHIBITION – July 18-22.
Apply, Mr. B. H. Belshaw, Industrial Development Officer, Muncipal Buildings, West Hartlepool, Co. Durham (Tel. Hartlepools 2161).

BRIGHTON: PURCHASING OFFICERS' ASSOCIATION CONFERENCE AND MINIBITION – September 28-30. At Hotel Metropole.
* Apply, Purchasing Officers' Association, York House, Westminster Bridge Road, London, S.E.1 (Tel. Waterloo 1851).

1967—Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

HARROGATE: GREAT YORKSHIRE SHOW – July 11-13. At Permanent Showgrounds.
* Apply, The Secretary, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York (Tel. York 23166).

BUILTH WELLS: ROYAL WELSH SHOW – July 25-27. At Llanelwedd, Builth Wells.
* Apply, Royal Welsh Agricultural Society Ltd., Llanelwedd, Builth Wells, Brecs (Tel. Builth Wells 3183).

LONDON: ROYAL DAIRY SHOW – October 21-25. At Olympia.
* Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1 (Tel. Langham 6903).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 4-8. At Earls Court.
* Apply, Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1 (Tel. Belgravia 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 6-8. At Olympia.
* Illiffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. Waterloo 3333).

Building and Public Works

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION – October 2-7. At Crystal Palace.
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

LONDON: INTERNATIONAL BUILDING EXHIBITION – November 15-29. At Olympia.
† Apply, Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1 (Tel. Hunter 1951).

Caravans

LONDON: 1967 INTERNATIONAL CARAVAN EXHIBITION – November 8-18. At Earls Court.
* Apply, Daily Mail, Exhibition Dept., Temple House, Temple Avenue, London, E.C.4 (Tel. Fleet Street 6000).

Clothing and Footwear

BRIGHTON: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION AND EXHIBITION – September 19-21. At Hotel Metropole.
* Apply, Menswear Association of Britain Ltd., Marcol House, 293 Regent Street, London, W.1. (Tel. Langham 2918).

LONDON: FASHION IN FOOTWEAR EXHIBITION – October 1-5. At Washington Hotel, W.1.
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

LONDON: 'SPRING SHOES' EXHIBITION – October 1-5. At Mount Royal Hotel, W.1.
* Apply, British Footwear Manufacturers' Federation, Royalty House, 72 Dean Street, London, W.1 (Tel. Gerrard 5573/5).

LONDON AND PROVINCES: BRITISH FASHION WEEKS – October 10-November 30.
Apply, Mr. H. Goodier, MBE, Apparel Fashion Industry's Association, 92 New Cavendish Street, London, W.1 (Tel. Langham 3353).

LONDON: 17TH PRESENTATION OF CHILDREN'S AND TEENAGE FASHIONS – October 23-26. At Seymour Hall, Seymour Place, W.1.
* Apply, Mr. H. Goodier, MBE, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W.1 (Tel. Langham 3353).

LONDON: JUNIOR FASHION FAIR – October 23-26. At RHS Old Hall, S.W.1.
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W.1 (Tel. Museum 1833/4).

LONDON AND PROVINCES: LONDON FASHION EXPORT WEEK – October 23-27.
Apply, Clothing Export Council, 54 Grosvenor Street, London, W.1 (Tel. 01-493 8882).

Engineering, Radio and Electrical Goods

LONDON: ENGINEERING MATERIALS AND DESIGN EXHIBITION AND CONFERENCE – September 11-15. At Olympia.
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

LONDON: 20TH ENGINEERING EXHIBITION – October 17-20. At Royal Horticultural Society's New Hall, S.W.1.
† Apply, Engineering Industries Association, 9 Seymour Street, Portland Square, W.1 (Tel. Welbeck 2241).

Foodstuffs, Food Machinery, Hotel and Catering

MANCHESTER: FOOD COOKERY AND CATERING EXHIBITION – September 12-23. At City Hall.
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. Deansgate 6363).

BLACKPOOL: CLUB TRADE FAIR – October 31-November 4.
† Apply, U.T.P. Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

Furniture, Furnishings, Household Equipment and Hardware

MANCHESTER: BRITISH FURNITURE MANUFACTURERS' TRADE EXHIBITION – August 14-17. At Belle Vue and City Hall.
† Apply, BFM Exhibitions Ltd., 17 Berners Street, London, W.1 (Tel. Langham 5115).

HARROGATE: NORTHERN FLOOR COVERINGS FAIR – September 5-8.
† Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

HARROGATE: NORTHERN ANTIQUE DEALERS' FAIR – September 7-14. At Royal Hall.
† Apply, The Secretary, Northern Antique Dealers' Fair Ltd., 408 Leeds Road, Bradford, 3 (Tel. Bradford 23223).

Handicrafts and Fancy Goods

LONDON: 'GIFTEX '67', LONDON'S INTERNATIONAL GIFT AND FANCY GOODS EXHIBITION – August 7-11. At Earls Court.
* Apply, Exhibitions (London) Ltd., 169 Kensington High Street, London, W.8 (Tel. Western 8224/7).

LONDON: 15TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 1-16. At Olympia.
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

LONDON: DO-IT-YOURSELF TRADES EXHIBITION (TRADEX) – Open six days, Tuesdays, Wednesdays, and Thursdays, September 5, 6, 7 and 12, 13, 14. At Olympia.
* Apply, A. J. Kreps, Esq., Link House Publications Ltd., Link House, Dingwall Avenue, Croydon, Surrey. (Tel. Municipal 2599).

MANCHESTER: DO-IT-YOURSELF AND GARDENING EXHIBITION – November 7-18. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. Deansgate 6363).

LONDON: WHOLESALE BUYERS' GIFT FAIR – December 10-14. At Mount Royal Hotel, W.1.
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Essex. (Tel. Goodmayes 0175/8).

Hospital and Medical Equipment

EASTBOURNE: ASSOCIATION OF PUBLIC HEALTH INSPECTORS EXHIBITION – September 25-28. At Devonshire Park.
* Apply, Municipal and Industrial Exhibitions Ltd., 3 Clements Inn, London, W.C.2 (Tel. Chancery 1200).

Motor Vehicles, Motor Cycles and Bicycles

LONDON: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – September 16-23. At Earls Court.
* Apply, British Cycle and Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry (Tel. Coventry 27427).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 18-28. At Earls Court.
* Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1 (Tel. Belgravia 6611).

GLASGOW: SCOTTISH MOTOR SHOW – November 10-18. At Kelvin Hall.
† Apply, The Secretary, Scottish Motor Trade Association Ltd., 3 Palmerston Place, Edinburgh, 12 (Tel. Caledonian 3643).

Office Machinery and Equipment

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 3-11. At Olympia.
* Apply, Business Equipment Trade Association, 109 Kingsway, London, W.C.2 (Tel. Holborn 6233).

Toys, Games and Sports Equipment

LONDON: CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 12-16. At Alexandra Palace, N.22.
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2 (Tel. Ambassador 2886).

Watches and Clocks

LONDON: INTERNATIONAL WATCH AND JEWELLERY TRADE FAIR – September 18-22. At Earls Court.
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

Miscellaneous

LONDON: INTERNATIONAL STORAGE AND WAREHOUSING DEVELOPMENT EXHIBITION – July 10-14. At Olympia.
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1 (Tel. Regent 0855).

LONDON: SCRAP AND WASTE EXHIBITION – July 17-22. At Olympia.
Apply, Industrial Presentation Ltd., 64 Pembroke Road, London, W.8 (Tel. Empress 0933).

LONDON: BRITISH MUSICAL INSTRUMENT TRADE FAIR – August 20-24. At Russell Hotel, W.C.1.
* Apply, The Secretary, Association of Musical Instrument Industries, 8 Hollywood Way, Woodford Green, Essex. (Tel. Larkswood 1171).

LONDON: EXPORT SERVICES EXHIBITION – September 11-15. At Olympia.
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1 (Tel. Holborn 5171).

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 7-9. At Alexandra Palace, N.22.
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. Waterloo 3333).

1968—General

BRIGHTON: 4TH FRANCO-BRITISH FAIR – September 14-22. At Metropole Exhibition Halls.
Apply, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1, Sussex. (Tel. Brighton 26189).

1968—Specialized

Agriculture, Forestry, Fishing, Agricultural Machinery

BELFAST: 101ST ANNUAL SHOW AND INDUSTRIAL EXHIBITION – May 22-25. At Show Grounds, Balmoral.
* Apply, Royal Ulster Agricultural Society, The Kings Hall, Balmoral, Belfast, 9 (Tel. Belfast 665225).

SHEPTON MALLET: BATH AND WEST SHOW – May 29-June 1. At Shepton Mallet.
* Apply, Major The Lord Darling, Secretary, Bath and West and Southern Counties Society, 3 Pierrepont Street, Bath, Somerset. (Tel. Bath 3010).

MALVERN: THREE COUNTIES SHOW – June 11-13. At Permanent Showyard.
* Apply, Glynne Hastings, Secretary, Three Counties Agricultural Society, Malvern, Worcestershire. (Tel Malvern 2231).

EDINBURGH: ROYAL HIGHLAND SHOW – June 18-21. At Ingliston, near Edinburgh.
* Apply, Royal Highland and Agricultural Society of Scotland, 8 Eglington Crescent, Edinburgh 12 (Tel. Central 6106).

NORWICH: ROYAL NORFOLK SHOW – June 26-27. At Costessey.
* Apply, Royal Norfolk Agricultural Association, Show Ground, Dereham Road, New Costessey, Norwich, NOR 45J (Tel. Costessey 2000).

KENILWORTH: ROYAL SHOW – July 3-6. At National Agricultural Centre.
* Apply, Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1 (Tel. Belgravia 5323).

HARROGATE: GREAT YORKSHIRE SHOW – July 9-11. At Permanent Showground.
* Apply, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York. (Tel. York 23166).

BUILTH WELLS: ROYAL WELSH SHOW – July 23-25. At Llanelwedd, Builth Wells.
* Apply, Royal Welsh Agricultural Society Ltd., Llanelwedd, Builth Wells, Brecs. (Tel. Builth Wells 3183).

LONDON: ROYAL SMITHFIELD SHOW AND AGRICULTURAL MACHINERY EXHIBITION – December 2-6. At Earls Court.
* Apply, Smithfield Show Joint Committee, Forbes Home, Halkin Street, London, S.W.1 (Tel. Belgravia 6611).

Aircraft and Aeronautical Equipment

FARNBOROUGH: FLYING DISPLAY AND EXHIBITION September 16-22. At Royal Aircraft Establishment.
* Apply, The Society of British Aero Space Companies, 29 King Street, London, S.W.1 (Tel. Trafalgar 3231).

Building and Public Works

LONDON: INDUSTRIALISED BUILDING SYSTEMS AND COMPONENTS EXHIBITION (IBSAC '68) – June 25-July 5. At Crystal Palace.
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

MANCHESTER: 27TH BUILDING TRADES EXHIBITION – October 8-19. At City Hall.
† Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. Deansgate 6363).

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES CONGRESS AND EXHIBITION – November 11-16. At Olympia.
† Apply, Municipal Agency Ltd., 3/4 Clements Inn, London, W.C.2 (Tel. Chancery 1200).

Caravans

LONDON: 1968 INTERNATIONAL CARAVAN AND CAMPING EXHIBITION – November 6-16. At Earls Court.
* Apply, Daily Mail, Exhibition Dept., Temple House, Temple Avenue, London, E.C.4 (Tel. Fleet Street 6000).

Chemicals and Allied Industries including Plastics

LONDON: 20TH TECHNICAL EXHIBITION (OCCA 20) – March 25-29. At Alexandra Palace, N.22.
* Apply, Oil and Colour Chemists Association, Wax Chandlers Hall, Gresham Street, London, E.C.2 (Tel. Monarch 1439).

Clothing and Footwear

BLACKPOOL: SLIPPER FAIR – January 22-24. At Imperial Hotel.
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2 (Tel. Shoreditch 2071).

LONDON: BRITISH GLOVE FAIR – February 18-20. At Londoner Hotel, W.1.
* Apply, National Association of Glove Manufacturers, 9 St. Thomas Street, London, S.E.1 (Tel. Hop 0471).

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION (IMBEX '68) – February 26-March 1. At Earls Court.
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

LONDON: AUTUMN SHOES EXHIBITION – March 31-April 3. At Russell Hotel, W.C.1.
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2 (Tel. Shoreditch 2071).

LONDON AND PROVINCES: BRITISH FASHION WEEKS – April 3-May 31.
* Apply, Mr. H. Goodier, MBE, Apparel and Fashion Industry's Association, 92 New Cavendish Street, London, W.1 (Tel. Langham 3353).

ALSO INCORPORATING: LONDON FASHION EXPORT WEEKS – April 16-27.
* Apply, Clothing Export Council, 54 Grosvenor Street, London, S.W.1 (Tel. 01-493 8882).

LONDON: 32ND JUNIOR FASHION FAIR – April 22-25. At RHS Old Hall, S.W.1.
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W.1 (Tel. Museum 1833/4).

LONDON: INTERNATIONAL CLOTHING TRADE EXHIBITION – April 23-27. At Olympia.
* Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, E.C.4 (Tel. Fleet Street 6444).

LONDON: FOOTWEAR COMPONENTS EXHIBITION – May 24-27. At Washington Hotel, W.1.
* Apply, R. G. Bowey, Esq., 6 Pembroke House, Upperton Road, Eastbourne, Sussex. (Tel. Eastbourne 32576).

HARROGATE: MENSWEAR ASSOCIATION OF BRITAIN CONVENTION AND EXHIBITION – September 24-26. At Exhibition Hall.
* Menswear Association of Britain Ltd., 293 Regent Street, London, W.1 (Tel. 01-580 2918).

LONDON: SPRING SHOES EXHIBITION – September 30-October 3. At Mount Royal Hotel, W.1.
* Apply, British Footwear Manufacturers' Federation, 72 Dean Street, London, W.1 (Tel. Gerrard 5573).

LONDON AND PROVINCES: BRITISH FASHION WEEKS – October 9-November 30.
* Apply, Mr. H. Goodier, MBE, Apparel and Fashion Industry's Association, 92 New Cavendish Street, London, W.1 (Tel. Langham 3353).

ALSO INCORPORATING: LONDON FASHION EXPORT WEEKS – October 21-November 2.
* Apply, Clothing Export Council, 54 Grosvenor Street, London, S.W.1 (Tel. 01-493 8882).

LONDON: 33RD JUNIOR FASHION FAIR – October 21-25. At RHS Old Hall, S.W.1.
* Apply, National Children's Wear Association, 40/42 Oxford Street, London, W.1 (Tel. Museum 1833/4).

Display and Shop Equipment

LONDON: INTERNATIONAL DISPLAY MARKET WEEK – February 19-22. At Royal Garden Hotel, W.8.
* Apply, Mr. Eric Cutler, Director, National Display Equipment Association, 2 Caxton Street, London, S.W.1 (Tel. Abbey 4813/4).

LONDON: SHOPSHOW INTERNATIONAL – April 22-25. At Earls Court.
† Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4 (Tel. Fleet Street 1555).

Engineering, Radio and Electrical Goods

LONDON: DOMESTIC AND DECORATIVE LIGHTING SHOW – January 22-26. At Olympia.
* Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, W.C.2 (Tel. Chancery 1200).

LONDON: THE LONDON EXHIBITION OF FINE LIGHTING – January 29-February 1. At Alexandra Palace, N.22.
Apply, The Decorative Lighting Manufacturers' Association, 69 Cannon Street, London, E.C.4 (Tel. City 4444).

LONDON: 14TH INTERNATIONAL ELECTRICAL ENGINEERS (ASEE) EXHIBITION – March 27-April 3. At Earls Court.
† Apply, Electrical Engineers (ASEE) Exhibition Ltd., 6 Museum House, 25 Museum Street, W.C.1 (Tel. Museum 3450).

LONDON: INTERNATIONAL AUDIO FESTIVAL AND FAIR – April 18-21. At Hotel Russell, W.C.1.
* Apply, C. Rex-Hassan & Associates, 42 Manchester Street, London, W.1 (Tel. Hunter 2080).

LONDON: INTERNATIONAL INSTRUMENTS, ELECTRONICS AND AUTOMATION EXHIBITION – May 13-18. At Olympia.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1 (Tel. Gerrard 1622).

LONDON: MECHANICAL HANDLING EXHIBITION – May 14-24. At Earls Court.
* Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. Waterloo 3333).

LONDON: INDUSTRIAL FINISHING AND ANTI-CORROSION EXHIBITION – June 10-14. At Earls Court.
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, W.C.2 (Tel. Chancery 1200).

LONDON: INTERNATIONAL PIPES AND PIPELINE ENGINEERING EXHIBITION – June 10-14. At Earls Court.
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, W.C.2 (Tel. Chancery 1200).

LONDON: INTERNATIONAL MACHINE TOOL EXHIBITION – June 27-July 11. At Olympia.
Apply, The Secretary, Machine Tool Trades Association, 25/28 Buckingham Gate, London, S.W.1 (Tel. Victoria 7542).

LONDON: FLUID POWER INTERNATIONAL EXHIBITION – September 9-13. At Olympia.
† Apply, Commercial Exhibitions Ltd., The Tower, 229/243 Shepherds Bush Road, Hammersmith, London, W.6 (Tel. Riverside 3071).

LONDON: 21ST ENGINEERING EXHIBITION – October 15-18. At RHS New Hall, S.W.1.
* Apply, Engineering Industries Association, Southern Region, 9 Seymour Street, London, W.1 (Tel. Welbeck 2241).

Foodstuffs, Food Machinery, Hotel and Catering

LONDON: INTERNATIONAL HOTEL AND CATERING EXHIBITION – January 9-18. At Olympia.
† Apply, Hotel and Catering Exhibition (London) Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4 (Tel. Fleet Street 1555).

MANCHESTER: THE LICENSED VICTUALLERS' FAIR – March 4-9. At Belle Vue.
* Apply, Contemporary Exhibitions Ltd., 14 New Burlington Street, London, W.1 (Tel. Regent 0855).

GLASGOW: SCOTLAND'S FOOD EXHIBITION – April 16-27. At Kelvin Hall.
* Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Deansgate 6363).

LONDON: MEAT INDUSTRY EXHIBITION – April 22-25. At Earls Court.
* Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4 (Tel. Fleet Street 1555).

MANCHESTER: 33RD GROCERS' EXHIBITION (THE NORTH'S 1968 FOOD FAIR) – May 7-18. At Belle Vue.
† Apply, Alban Curtis, Esq., Grocers' Association, 391/3 Corn Exchange, Manchester, 4 (Tel. Blackfriars 4969).

LONDON: 6TH FOOD PROCESSING, PACKAGING AND MACHINERY EXHIBITION (FOODPACK INTERNATIONAL '68) – October 15-18. At Alexandra Palace, N.22.
* Apply, BPS Exhibitions Ltd., 6 London Street, London, W.2 (Tel. Paddington 6672/3).

Furniture, Furnishings, Household Equipment and Hardware

LONDON: 1968 FURNITURE SHOW – January 29-February 2. At Earls Court.
* Apply, BFM Exhibitions Limited, 17 Berners Street, London, W.1 (Tel. Langham 5115).

LONDON: INTERNATIONAL HARDWARE TRADES FAIR – January 29-February 2. At Olympia.
* Apply, Universal Exhibitions Ltd., 9 Castle Place, High Wycombe, Bucks. (Tel. High Wycombe 21391/2).

LONDON: INTERNATIONAL CARPET, LINOLEUM AND FLOOR COVERINGS FAIR (CARPEX '68) – February 26-March 1. At Earls Court.
* Apply, Industrial and Trades Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

LONDON: DAILY MAIL IDEAL HOME EXHIBITION – March 5-30. At Olympia.
* Apply, Associated Newspapers Ltd., Carmelite House, Carmelite Street, London, E.C.4 (Tel. Fleet Street 6000).

MANCHESTER: MANCHESTER EVENING NEWS AND CHRONICLE BRIGHTER HOMES EXHIBITION – March 12-30. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. Deansgate 6363).

LONDON: SPRING ANTIQUES FAIR – March 20-30. At Chelsea Old Town Hall.
* Apply, Antique Dealers (Exhibitors and Organisers) Ltd., 21 George Street, St. Albans, Herts. (Tel. St. Albans 56069).

LONDON: INTERNATIONAL CONTRACT FURNISHING AND INTERIOR DECOR EXHIBITION (DECOR INTERNATIONAL) – May 27-31. At Olympia.
* Apply, Westbourne Exhibitions Ltd., Crown House, Morden, Surrey. (Tel. 01-540 1101).

LONDON: THE ANTIQUE DEALERS' FAIR AND EXHIBITION – June 12-27. At Grosvenor House, W.1.
* Apply, A. H. C. Thomson, Esq., Grosvenor House, Park Lane, London, W.1 (Tel. Grosvenor 6363).

MANCHESTER: THE 1968 BRITISH FURNITURE MANUFACTURERS' MANCHESTER EXHIBITION – August 12-15. At Belle Vue and City Hall.
* Apply, BFM Exhibitions Ltd. 17 Berners Street, London, W.1 (Tel. Langham 5115).

LONDON: AUTUMN ANTIQUES FAIR – September 18-28. At Chelsea Old Town Hall.
* Apply, Antique Dealers (Exhibitors and Organisers) Ltd., 21 George Street, St. Albans, Herts. (Tel. St. Albans 56069).

Handicrafts and Fancy Goods

BLACKPOOL: 19TH INTERNATIONAL GIFTS FAIR – February 4-9. At Winter Gardens, Talbot Hall, Metropole and Imperial Hotels.
* Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/187 High Road, Chadwell Heath, Romford, Essex. (Tel. Goodmayes 0175/8).

LONDON: 16TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – August 30-September 14. At Olympia.
* Apply, A. J. Kreps, Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, CR9 2TA. (Tel. Municipal 2599).

LONDON: 4TH DO-IT-YOURSELF TRADEX – September 3, 4, 5 and 10, 11, 12. At Olympia.
* Apply, A. J. Kreps, Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, CR9 2TA. (Tel. Municipal 2599).

MANCHESTER: DO-IT-YOURSELF EXHIBITION – November 5-16. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester, 3 (Tel. Deansgate 6363).

Heating and Ventilating

LONDON: INTERNATIONAL HEATING, VENTILATING AND AIR CONDITIONING EXHIBITION – April 22-27. At Olympia.
† Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1 (Tel. Gerrard 1622).

Hospital and Medical Equipment

LONDON: BIO-MEDICAL ENGINEERING EXHIBITION AND SYMPOSIUM – July 1-4. At RHS New Hall, S.W.1.
† Apply, UTP Exhibitions Ltd., 3 Racquet Court, Fleet Street, London, E.C.4 (Tel. Fleet Street 6444).

LONDON: FOURTH WORLD CONGRESS OF ANAESTHESIOLOGISTS AND TECHNICAL EXHIBITION – September 9-13. At Royal Festival Hall.
Apply, Doctor Enderby, The London Clinic, 20 Devonshire Place, London, W.1 (Tel. Welbeck 4444).

BLACKPOOL: ASSOCIATION OF PUBLIC HEALTH INSPECTORS' CONFERENCE AND EXHIBITION – September 16-20. At Winter Gardens.
* Apply, Municipal and Industrial Exhibitions Ltd., 3 Clements Inn, London, W.C.2 (Tel. Chancery 1200).

Leather, Leather Goods and Fur

LONDON: LEATHERGOODS, LUGGAGE AND HANDBAG FAIR – February 11-16. At Mount Royal Hotel, W.1.
* Apply, The Secretary, Leathergoods, Luggage and Handbag Fair, 9 St. Thomas Street, London, S.E.1 (Tel. Hop 1582).

LONDON: INTERNATIONAL LEATHER AND COMPONENTS FAIR – May 24-28. At Alexandra Palace, N.22.
* Apply, Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London, E.C.2 (Tel. Shoreditch 2071).

Motor Vehicles, Motor Cycles and Bicycles

LONDON: RACING CAR AND ACCESSORY EXHIBITION – January 3-13. At New Horticultural Hall, S.W.1.
† Apply, British Racing and Sports Car Club Ltd., 347-349 Goswell Road, London, E.C.1 (Tel. Terminus 4725).

MANCHESTER: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – April 3-7. At Belle Vue.
Apply, British Cycle and Motor Cycle Industries Association Ltd., Starley House, Eaton Road, Coventry (Tel. Coventry 27427).

LONDON: INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 20-28. At Earls Court.
† Apply, A. A. Goode, Esq., Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1 (Tel. Belgravia 6611).

LONDON: 53RD INTERNATIONAL MOTOR SHOW – October 16-26. At Earls Court.
* Apply, Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1 (Tel. Belgravia 6611).

Office Machinery and Equipment

LONDON: BUSINESS EFFICIENCY EXHIBITION – September 30-October 9. At Olympia.
* Apply, Business Equipment Trade Association, 109 Kingsway, London, W.C.2 (Tel. Holborn 6233).

Packing Machinery and Materials

LONDON: BREWING, BOTTLING AND ALLIED TRADES EXHIBITION – April 22-26. At Earls Court.
Apply, Trades Markets and Exhibitions Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.2 (Tel. Chancery 9011).

LONDON: INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – May 27-31. At Olympia.
† Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1 (Tel. Holborn 5171).

Printing and Stationery

LONDON: INTERNATIONAL OFFSET LITHO EXHIBITION – January 16-20. At Olympia.
† Apply, Technical Exhibitions Ltd., 3 Clements Inn, London, W.C.2 (Tel. Chancery 1200).

LONDON: STATINDEX '68 – January 29-February 2. At Olympia.
* Apply, Mr. R. Bayley, British Stationery and Office Equipment Association, 6 Wimpole Street, London, W.1 (Tel. Langham 9256/7).

Scientific, Surgical and Photographic Instruments

LONDON: THE PHYSICS EXHIBITION – March 11-14. At Alexandra Palace, N.22.
* Apply, The Institute of Physics and The Physical Society, 47 Belgrave Square, London, S.W.1 (Tel. Belgravia 6111).

Ships and Boats

LONDON: INTERNATIONAL BOAT SHOW – January 3-13. At Earls Court.
* Apply, National Boat Shows Ltd., 31 Great Queen Street, London, W.C.2 (Tel. Holborn 7481).

BIRMINGHAM: BOAT, CARAVAN AND CAMPING SHOW – February 17-March 2. At Bingley Hall.
* Apply, Birmingham Boat Shows Ltd., Colmore Circus, Birmingham 4 (Tel. Victoria 4409).

LONDON: SHIPS GEAR INTERNATIONAL – July 29-August 2. At Olympia.
† Apply, Municipal and Industrial Exhibitions Ltd., 3 Clements Inn, London, W.C.2 (Tel. Chancery 1200).

Toys, Games and Sports Equipment

HARROGATE: INTERNATIONAL TOY FAIR – January 6-11.
* Apply, The Secretary, Harrogate International Toy Fair Ltd., Finsbury Court, Finsbury Pavement, London, E.C.2 (Tel. Monarch 8921).

LONDON: 24TH ANNUAL AMUSEMENT TRADES EXHIBITION – January 16-18. At Alexandra Palace, N.22.
* Apply, Mr. J. Singleton, Amusement Trades Exhibition, 19 Charing Cross Road, London, W.C.2 (Tel. Whitehall 2524).

BRIGHTON: 15TH BRITISH TOY FAIR – January 28-February 1. At Hotel Metropole and Exhibition Halls, The Grand Hotel, The Top Rank Centre.
* Apply, J. A. Glanfield, British Toy Fairs (International) Ltd., Regent House, 89 Kingsway, London, W.C.2 (Tel. Chancery 9158).

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION (COLEX) – February 2-10. At Olympia.
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2 (Tel. Ambassador 2886).

LONDON: CAMPING AND SPORTS EQUIPMENT TRADE FAIR – November 10-14. At Alexandra Palace, N.22.
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2 (Tel. Ambassador 2886).

LONDON: BRITISH SPORTS TRADE FAIR – November 11-14. At Mount Royal Hotel, W.1.
† Apply, Federation of British Manufacturers of Sports and Games Ltd., 145 Oxford Street, London, W.1 (Tel. Gerrard 7281).

Miscellaneous

BRIGHTON: SMALLWARES AND KNIT-YARNS TRADE FAIR – March 3-7. At Hotel Metropole.
* Apply, Trade & Technical Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. Waterloo 3333).

LONDON: 'STAMPEX', BRITAIN'S NATIONAL STAMP EXHIBITION – March 22-30. At Central Hall, S.W.1.
* Apply, Leslie Kennedy, Philatelic Traders Society Ltd., 27 John Adam Street, London, W.C.2 (Tel. Whitehall 6465/6).

HARROGATE: 1968 BRITISH PET TRADE FAIR – April 21-23. At Exhibition Centre.
* Apply, John Yates Publications, 53 Spring Gardens, Manchester, 2 (Tel. Central 3725).

MANCHESTER: INDUSTRIAL EQUIPMENT AND SERVICES EXHIBITION – September 16-21. At City Hall.
* Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3 (Tel. Deansgate 6363).

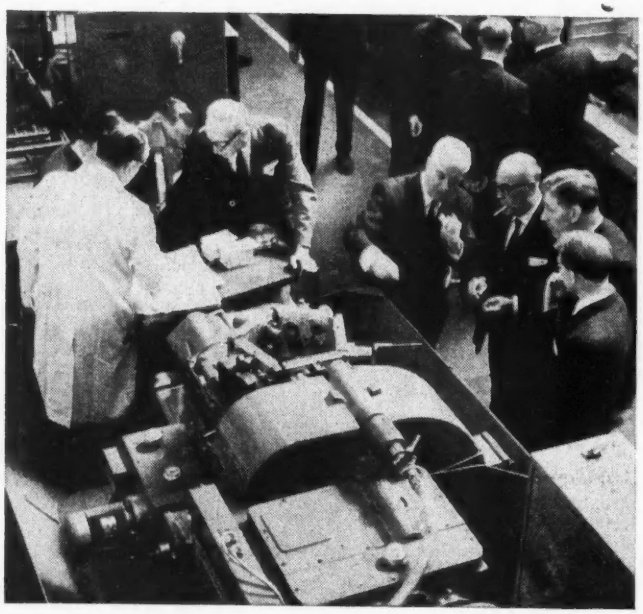
LEEDS: THE CLUB TRADE FAIR – October 15-19. At Queens Hall.
* Apply, UTP Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4 (Tel. Fleet Street 6444).

1969—Specialized

Foodstuffs, Food Machinery, Hotel and Catering

LONDON: INTERNATIONAL BAKERS' AND CONFECTIONERS' EXHIBITION – September 8-12. At Olympia.
Apply, The Trades' Markets and Exhibitions Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

Two recent British exhibitions



Over 800 people from 350 companies visited the Machine Tool Exhibition held by BSA Tools Ltd. and Burton, Griffiths & Co. Ltd. – both companies of the Herbert Group – in Birmingham during June. The exhibition is an annual event and was the most successful on record. The machine in the foreground is the BSA 95N Single Spindle Chucking Automatic with Numerical Sequence Control. This is one of the machines in the BSA range which is eminently suitable for small batch production. Versions of it have been supplied to Canada, Australia, France, Spain and Italy.

Two Swiss sales representatives who last year sold machines worth over £30,000 were guests of honour at the Tickopres Ltd. 'Pakex' stand, Olympia, London, to receive a presentation. The representatives, Mr. Ernst Schwendener and Mr. Hans Rothenberger, are employed by Papierhof, Buchst, St. Gallen, the Swiss agent for Tickopres Ltd. – identification system specialists in London and Harwich, and a member of the Norprint group. Engraved pens were presented to the Swiss by Mr. R. Gilbert, managing director of Norprint Exports Ltd., and overseas director of Norprint Ltd. The visit of the Swiss representatives to the London exhibition was part of a European trip arranged as a reward for their efforts. During their stay in this country the representatives and their manager, Mr. Hans Eggenberger, visited Tickopres establishments at Dovercourt, Essex, and in London. This picture, taken after the presentation at 'Pakex', shows (from left to right): Mr. Don Riley, exhibitions manager, Tickopres Ltd.; Mr. Russ Gilbert; and two Swiss salesmen, Mr. Ernst Schwendener and Mr. Hans Rothenberger.